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BULLETIN No. 1.—SUPPLEMENT.

U. S. DEPARTMENT OF AGRICULTURE.

SECTION OF FOREIGN MARKETS.

[Under the immediate supervision of the Secretary of Agriculture.]

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THE WORLD'S MARKETS

FOR

AMERICAN PRODUCTS.

GREAT BRITAIN AND IRELAND.

WASHINGTON:
GOVERNMENT PRINTING OFFICE.
1895.

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NOTE.—The consular reports published herewith have been received since the issue of Bulletin No. 1 of this series. They are published at this time and in this form on account of their representing important portions of the United Kingdom not represented in Bulletin No. 1, and also on account of the exceptional value of many of their contents.

THE WORLD'S MARKETS FOR AMERICAN PRODUCTS.

[SUPPLEMENT.]

LIVERPOOL.

(Report of Mr. James Neal, consul at Liverpool.)

[Liverpool is the second city and seaport of the United Kingdom, and is situated on the right bank of the River Mersey, about 4 miles from its confluence with the Irish Sea. It is about 185 miles from London and 39 miles from the newly created port of Manchester. The city has had a rapid and recent growth, and next to London is the chief seaport of the United Kingdom. Immense docks lie along both sides of the Mersey, with a length of 8 miles and with a wharf or quay space of 30 miles. In connection with the river is the famous floating landing stage, having a length of 2,063 feet, resting upon pontoons, which rise and fall with the tide. Its total aggregate tonnage, entered and cleared, is smaller than that of London. The tonnage of sailing and steam vessels entered and cleared at Liverpool amounted to 4,997,251 tons in 1894, as against 4,588,231 tons in 1893 and 5,206,116 tons in 1892. During the same period the tonnage of vessels at the port of Southampton increased from 822,348 tons in 1892 to 1,111,983 tons in 1894. In Manchester, which was created a customs port on January 1, 1894, the tonnage amounted to 193,311 tons during that year. Cotton holds the chief place among its imports, followed by the cereals, live stock, provisions, fruits, hides, palm and olive oil, wine, spirits, tobacco, petroleum, etc. The principal articles of export are cotton fabrics, machinery of all kinds, woolens, chemicals, and all classes of manufactures. The industries are varied, and include machine shops, iron and brass foundries, chemical works, sugar refineries, brewing, rope making, etc. Since the completion and opening of the Manchester ship canal and the construction of the huge dry dock and vast harbor work at Southampton, the city of Liverpool has been driven to the improvement of its commercial facilities and the reduction of its freight and other charges affecting her maritime interests. The value of the total imports into the port of Liverpool amounted to $462,981,154 in 1894, as against $475,463,016 in 1893 and $532,138,892 in 1892. During the same period the imports into the port of Southampton showed an increase from $39,929,535 in 1892, to $49,337,832 in 1893 and $47,506,597 in 1894. Exports similarly show a decrease for Liverpool and an increase for Southampton, the figures in detail being $502,781,449, $464,059,453, and $431,664,248 for the former port, and $37,639,827, $43,446,029, and $45,748,234 for the latter, during the years 1892, 1893, and 1894, respectively. For the port of Manchester the imports amounted to $13,578,162 and the exports to $20,091,583 for 1894. The population is estimated for the year 1894 at 507,230. According to the census of 1891 it was then 517,951, and in 1881 it was 552,508, a decrease of 6.3 per cent from 1881 to 1891.]

There is a very large consumption in this consular district of nearly all the products referred to in the circular, and, generally speaking, there are very few criticisms offered. Outside of cotton and provisions the condition seems to be all that is required.

CATTLE AND SHEEP.

With regard to the consumption of animal food I have been unable to obtain exact information as to the quantities consumed in this district, and therefore the figures given are based on the whole of Great Britain.

The last complete returns are those for 1892, and the total weight of meat consumed from all sources is estimated as follows:

	Cwts.
Beef and veal: British	13,241,460
Beef and veal: Foreign	6,409,200
Mutton and lamb: British	7,713,685
Mutton and lamb: Foreign	1,814,150

The term "foreign" includes importations of cattle, sheep, and dressed meat from the United States, Canada, Argentina, Australasia, and the Continent of Europe. The proportion of British and foreign produce consumed in 1892 was as follows:

Cattle and beef: 67 per cent British; 33 per cent foreign. Sheep and mutton: 81 per cent British; 19 per cent foreign.

The number of live cattle imported in 1894 was as follows:

From United States	381,657
From Canada	80,450
From other countries	10,227
Total number of head	472,334

Sheep and lambs were imported in 1894:

From United States	198,138
From Canada	136,690
From other countries	149,936
Total number of head	484,764

Meat is sold wholesale, as a general rule, by weight, and the average price per pound for the past few years was as follows:

	Cents.
Best British and United States cattle	11½@12
Present prices, best British and United States cattle, April, 1895, owing to high supplies	13 @13½
Best British sheep	14 @18
Foreign sheep	10 @14

These prices are for dressed weight, including offal, and are regulated by the quality of the meat. The standard of quality of importations is, first, United States; second, Canadian; third, other countries.

From inquiries made in the trade I find there are no criticisms regarding United States cattle. Taken as a whole they are superior to native cattle, because the latter include a large number of immature

and young animals slaughtered for food, and also a greater proportion of old animals.

Sheep from the United States and other countries do not compare favorably with those of this country, lacking taste and tenderness, and it is suggested by experienced men here that this might be greatly improved by shipping the sheep younger, say one to two years old. The total number of cattle imported into Great Britain and slaughtered on arrival was, in 1894, 472,334 head, of which 216,000 were landed at this port. Twenty per cent of this number was probably consumed in Liverpool and the neighborhood, the remainder being distributed throughout England and Wales to the various large centers of population, the mining and manufacturing districts.

TOBACCO.

There are no statistics that I can find showing the consumption of tobacco in any particular district, and I am therefore unable with any degree of accuracy to give the consumption in this consular district, which must, however, be very large. The consumers of this article are entirely dependent upon importations for their supplies, the United States furnishing the major portion. Tobacco is sold by sample, the prices realized for American being from 3 cents to 30 cents per pound. Other growths vary in price, bringing in some instances as high as $1.94 to $2.19 per pound, according to the purpose for which they are used. The qualities of the United States and other tobaccos are so different as to preclude a comparison of any value.

The only criticisms are that generally the selections of quality and colors in American tobaccos are not as carefully made as they might be, and the only recommendations made by the trade are that more uniformity in every cask should be aimed at, so that it may be of one character and color throughout; that it should be packed thoroughly dry when intended for consumption in this country and altogether free from either heated or bulk-heated leaves.

FRUITS.

Apples.—The American fresh fruits consumed in this district are principally apples, with a few Florida oranges. There are scarcely any dried fruits consumed excepting a small quantity of dried apples. There are, however, large importations of canned fruits, including peaches, pears, apricots, and tomatoes. The consumption of nuts is very small.

Large quantities of apples are received from various countries on the Continent of Europe, but the importations therefrom appear to be regulated by the size of the apple crop in the United States. When the latter is small, comparatively little is sent here, and consequently the supply is forthcoming from other countries. When the crop is large, immense quantities are shipped to this port, and the receipts

from the European Continent correspondingly decrease. The apples received from the United States are of the finest quality and command the highest prices. They are sold mostly at auction by the barrel, which contains about two and a half bushels of fruit. I am unable to ascertain the quantity of American apples received here, for the reason that large quantities of Canadian apples come to this country via United States ports and are treated for statistical purposes as shipments from the United States, and no official record is kept, so far as I have been able to learn, of the quantity received from each country separately. The total importation from all ports was as follows:

	Barrels.
January 1 to May, 1894 (end of the season)	50,066
August to December 31, 1894	633,022

The term "American apples" covers those from Canada and the United States, and when the apples are side by side it is impossible to distinguish the difference between the Canadian and the American, provided the conditions of packing are the same. There are no adverse criticisms offered against the packing. Shippers and packers are fully acquainted with the requirements and demands of this market, and therefore they make up and pack their fruits in such a manner as to satisfy the demand of the trade and realize the best prices. It is chiefly owing to their superior packing that American apples realize such good prices here. They are packed in regular sizes and dry condition, with the result that when exposed for sale here they always sell readily at the best prices, which, compared with those for apples from continental countries, average about 10 per cent higher. The apples from European countries are badly packed in all kinds of packages, such as hampers, and on arrival, although the distance of travel is short, they are in a very bad condition, entirely on account of the bad packing.

Pears.—About four years ago several experimental shipments of California pears were made to this port from San Francisco. They were well packed and forwarded from the Pacific Coast by special fast cars to New York and thence by quick steamer to Liverpool. On arrival the fruit was in a very good and salable condition, but reached here in August and September, at a time when the French pears—the William and Duchess—were on the market, which being of good quality and much less in cost than the California fruit, there was difficulty experienced in selling the latter, owing to the high price necessitated by the expense of carrying it over 6,000 miles.

If such pears arrive here during October and November, as soon as the English and French pears are out, there may be a better chance of realizing the prices required; but there is no certainty of this, as fruit out of season is a very venturesome article of commerce. So far as the pears were concerned, they were certainly good and retained their flavor; but unless they can be put on the market as cheaply as domestic or French fruit a good business in them can not result.

CEREALS AND PRODUCTS.

Wheat and flour.—There is a considerable consumption of these articles, amounting to about 85,000 quarters weekly of foreign wheat and about 30,000 to 35,000 sacks of foreign flour. Of this about 45 per cent of the wheat and 90 per cent of the flour come from the United States.

Maize or Indian corn.—The consumption weekly is about 40,000 quarters, of which the proportion of American varies from 50 per cent to 75 per cent, according to the plentifulness or failure of the United States crop.

Oats and barley.—These articles are largely used and considerable quantities of both are imported, although both are extensively grown in this country. Oats come to Liverpool chiefly from Canada and Russia, and barley from Russia. The present value here for United States white oats is about 44 cents to 48 cents for 45 pounds, and of United States barley about 48 cents to 52 cents per 60 pounds, the American bringing higher prices than Russian. No defects are charged against American oats and barley, but it is desirable that both be well cleaned and of good natural weight.

Oatmeal.—This article is generally in demand, and is imported in considerable quantities from the United States and Canada. It is now worth $4.86 per 240 pounds, and, as a rule, gives satisfaction.

Glucose.—For this article there is a good consumption. Solid glucose is largely manufactured in Great Britain, but the whole amount of this article in liquid form is imported from Holland, Germany, and the United States, that from Holland and Germany being more valuable than the product of the United States, which, however, gives satisfaction, and being lower in price (present value about $1.94 to $2.43 per 112 pounds) meets with a good demand, especially when sugar is dear.

Starch.—This article is largely manufactured in Great Britain, but it is also freely imported from Holland, Germany, and the United States. All the imported starches are sold for a much lower price than the home manufactured article, but of the imported starches those from the Continent of Europe generally bring considerably more than the American varieties, because the former are frequently made up for the retail market, whereas the latter are generally not made up and have to be sold to wholesale firms to be repacked for the retail market. American starch is approved and its lower price answers a useful purpose. The present price of American is about $2.43 to $2.67 per 112 pounds.

PROVISIONS.

Bacon and hams.—There is a considerable consumption of these products, so much so that consumers depend to a large extent upon these importations, more so in summer than in winter. Outside of the

domestic produce the major portion of the supply comes from America (including Canada) and Denmark. Prices depend on the state of the market, frequently varying from day to day. Owing to the fluctuations which have of late years characterized the movements and values of meats of various countries, it is difficult to speak with exactness as to whether the prices paid for American bacon and hams are relatively higher or lower than those paid for similar products from other countries, but it may be stated briefly that owing to the superior whiteness and solidity of the Canadian wheat and pea fed meats they realize here on an average 97 cents to $1.21 per hundredweight more than the same cuts that are packed in and shipped from the United States.

From the association representing the trade I learn that the principal criticism to be made on hog meats packed in the United States is that of insufficient cure, more especially as regards hams and shoulders, the bulk of which, they state, is merely put into sweet pickle, partially dried, and then boxed and borax sprinkled over it. In winter, while the temperature is low, this treatment is generally sufficient to maintain the meats in good condition during transit to this country and while they are being marketed here in the ordinary course of trade, but in summer time it is wholly defective as a mode of cure, and is the means of placing large quantities of slimy and otherwise unconditioned goods on the market, only to depress the values of perfect parcels of meats which arrive here from Canadian and other packing centers, where the cure is more suited to the season and to the intense heat generated in the holds of steamers which carry the meats to this country.

The association referred to makes the following recommendations: That all meats, especially hams and shoulders, in the first place, should be perfectly drained after being taken out of the sweet pickle, and, on being boxed, well covered (each piece) with borax. In the second place, the pieces should be well and tightly pressed down into the boxes and all interstices between the pieces and the sides of the boxes well filled in with borax, so as to prevent the air reaching the meat; for the same reason, in the case of sides, the more accurately they are sized to fit the boxes the better will be the condition and appearance of the meat on being opened. The due observance of these points, they claim, would insure a great improvement in the state of the United States cured meats on their arrival here.

Cheese.—There is also a very large consumption of cheese in this district. Consumers depend, to the extent of one third of their requirements, on importations, the major portion of which comes from Canada, United States, New Zealand, Australia, and the Continent of Europe. Canadian, American, and New Zealand cheese are sold wholesale by the importers in large lots to smaller wholesale men and retailers at prices, varying according to supply, season, and quality, from $4.86 to $14.59 per 112 pounds. The prices for best American are generally from 24 cents to 48 cents per hundredweight below best Canadian, but

from 48 cents to 73 cents above New Zealand. The Provision Trade Association, in criticising the cheese, say that the trade in American cheese is considerably prejudiced by the large shipment of bogus or filled cheese manufactured chiefly in Illinois and Wisconsin, and are of opinion that it should be put a stop to. They make the following recommendations: Absolute prohibition of export of filled cheese, and greater care in the manufacture of the best, so as to equal the Canadian in quality. Care should be taken to prevent the cheese getting heated in New York or while in transit during the summer months.

Lard.—It is difficult to state what the home supply of lard is. The import of foreign lard into the United Kingdom is equivalent to about 450,000 tierces (rather more than half of which is imported through Liverpool) of 3¼ hundredweight each per annum.

The importation is chiefly from the United States and Canada, the United States supplying seven-eighths of the total; but the Canadian supply is increasing.

During the past twelve months prices ranged from $8.02 to $11.19 per hundredweight.

The prices of product from the United States are about 48 cents lower than those of Canadian and from 73 cents to $1.21 lower than Irish. The American lard has been deteriorating in quality during the last few years, owing to the abstracting of the best of the fats for making margarine and adulterated cheese.

The style in which the goods are put up is suited to the requirements of the trade.

It is strongly advised that the quality be improved by retaining in the lard the "leaf" and best fats of the hog.

Canned meats.—There is a considerable consumption of this product, amounting to 984,000 cases in the year 1894, averaging about 60 pounds net per case. Consumers depend entirely upon importation for supplies.

There is little or no English beef put up in cans. The United States furnished the major portion of the supply, but owing to the relatively higher prices of American over similar goods produced in Australia the consumption of American is falling off and that of Australian is increasing.

The imports of American canned meats during the twelve months ending December 31, 1891, were 916,000 cases; in the year 1894 they were only 610,000 cases, showing a decrease of 34 per cent. On the other hand, Australian, of which the importation for the twelve months ending December 31, 1891, was 202,000, has increased in 1894 to 342,000 cases, or about 70 per cent.

The product is sold at retail over the counter, the larger sizes being cut up and sliced, the smaller sold in whole tins at from 9 to 12 cents per pound. Fancy articles, such as tongues, fetch, of course, considerably more, ranging from 24 cents up. There are no criticisms to

be passed on the American products. They are put up in a perfect manner, and there are no recommendations to make. The American trade is diminishing entirely in consequence of the relatively high prices as compared with Australian.

Butter.—The consumption of butter is not large, but consumers depend for supplies to a great extent upon Ireland, Denmark, Sweden, Australia, New Zealand, Canada, and the United States. It is sold per hundredweight in kegs, tubs, and square boxes of from 50 to 100 pounds each.

Danish, including the best Swedish, sells at the highest prices, say $19.46 to $26.76 per hundredweight, according to season, the average being about $23.11. Irish, best Australian, New Zealand, and fancy Canadian creamery come next, say at $12.10 to $24.30 per hundredweight.

The supply from the United States is small and chiefly of medium quality. Remanufactured goods, known as "New York imitation creamery" and "ladle packed," sell generally at, say, $13.62 to $15.80 per hundredweight for the former and $10.94 to $13.38 per hundredweight for the latter. The finest New York State creamery generally realizes at home 20 to 24 cents per pound above shipping prices, and only occasionally a small part of the surplus comes here at the close of the season, after having been kept four or five months in cold storage. It is usually sold here at $13.62 to $17.02 per hundredweight, according to scarcity and value of other kinds. There are no criticisms. The grade of American butter received serves only to supply a demand for confectionery or culinary purposes. The increasing supplies of European and colonial produce imported, together with the supplies of English and Irish, cause prices of finest grades of all butter now to average lower than in former years. If United States genuine choice creamery butter could be shipped fresh at, say, $14.59 to $17.02 per hundredweight, there would be a regular demand for it. The popular table demand for medium-priced butter is chiefly supplied by sweet-flavored continental "mixtures" (part butter and part oleo), consumers preferring this to old, rancid, and stale American and colonial butter, the latter being bought by manufacturers for making into mixtures.

It is recommended that the United States make more of the finest grades for export, to compete with other sources of supply.

HULL.

(*Report of Mr. William J. H. Ballard, consul at Hull, England. This consul has since died.*)

[Hull is a flourishing seaport on the east coast of England, 173 miles north of London. It is the third seaport in importance in the United Kingdom, the annual value of its imports averaging about $125,000,000, and that of its exports about $80,000,000. Its principal trade is with northern Europe, but it has also regular steamship communication with India, Australia, and North and South America. It has shipbuilding yards, chemical works, sugar refineries, oil mills, and tanneries. Population in 1881, 165,690; in 1891, 199,991, and in 1894, as estimated by the registrar-general, 212,679.]

ANIMALS.

Cattle.—Cattle are imported here in large quantities by the Wilson line of steamers from New York. On their arrival they are inspected by a veterinarian, and after inspection are slaughtered. The meat usually sells for about 3 cents per pound less than English beef. There are a number of butchers' establishments here known as "Eastman's, Limited," which sell only American meat.

Horses.—There are very few imported from the United States.

Sheep.—The same applies to sheep as to cattle.

CEREALS.

Wheat.—The imports at this port for the year ending December 31, 1894, from the United States were as follows: From the east coast, 740,530 quarters of 480 pounds; from the west coast, 618,441 quarters of 480 pounds. The east coast wheat sells for about $5.25 to $5.50 per quarter and the west coast wheat at about $6.25 to $6.50 per quarter. The west coast wheat is used for mixing with English wheat.

Corn.—The arrivals from the United States have been light, but buyers have been supplied from Odessa.

Oats and barley.—I can not find that there has been any amount of business done with America. The imports of barley from all countries for 1894 have been 896,586 quarters, and of oats 308,602 quarters.

Flour is imported in very moderate quantities. There are a number of large flour mills here and in the adjoining country.

DAIRY PRODUCTS.

I am told that about 90 per cent of the cheese consumed here is American.

MEATS.

Fresh meats.—None imported direct.

Canned meat.—Imported in moderate quantities.

Hams.—There is a large business done in hams. They are treated here by some process and afterwards sold as Yorkshire hams at 15 cents per pound.

Lard.—There is a considerable quantity of this imported, but it sells much below the price of the English.

COTTON PRODUCTS.

Raw cotton.—Nothing done; Liverpool is the market for this article.

Cotton seed.—The annual import into Hull is about 187,000 tons, mostly from Egypt, but there is some importation from Smyrna and Messina (woolly seed), and also from South American ports. North American seed is not imported, but would find a ready sale if the woolly-coated upland seed could be cleaned and shipped free from wool, i. e., delinted, and entirely freed from the wool adhering to the surface of the seed. There are several methods of cleaning, both mechanical and chemical. There is a cotton seed cleaning company in Liverpool that uses a mechanical process, and a Philadelphia firm is introducing a new mechanical cleaning machine into the United States, which is said to do good work. Sea Island cotton seed formerly came here in limited quantities from Fernandina, Fla., but there have been no arrivals for some years. Hull is the largest cotton seed crushing port in the United Kingdom and has upward of 50 oil mills, some very large, with all modern improvements, operated by twenty-five to thirty firms. Value of Egyptian cotton seed, $21 per ton. Value of Smyrna and Messina (woolly), $15 per ton.

Cotton-seed oil.—Hull productions are largely used for home consumption and there is a considerable export trade to near continental and Mediterranean ports.

Cotton-seed cake.—Very small imports of decorticated from the United States. The trade could be increased, but there are no regular steamship lines to Hull from Galveston and New Orleans, which are the principal shipping ports in the United States. Liverpool gets the bulk of this trade, having great facilities for importing by the regular lines of steamers at low freights. There are small quantities of undecorticated cotton-seed cake coming into the United Kingdom now from the United States, which appear to be made from cleaned (delinted) upland cotton seed, but I have no certain information on this point.

Flaxseed (or linseed) is imported here from the United States from time to time, but the supplies are very irregular, and imports are possible only when American seed is relatively cheaper than Russian, Indian, or La Plata seed.

Linseed cake from American domestic flaxseed formerly came into Hull in very large quantities, but the imports have decreased of late, owing to the severe competition of Russian cake. The Russian crushers have lately been selling their cake in this country at as low and even lower prices than the American, whereas, formerly, Russian was much dearer. Further, the Americans now make their cake so exceedingly hard, and take out so much of the oil (leaving only about 5½ to 7 per cent), that the farmers (who place considerable value on oil as a flesh

and fat forming constituent) give Russian cake the preference, even at considerably higher prices. The Russian cake contains from 10½ to 17 per cent of oil, and is very soft and seedy looking, and has generally a more attractive appearance from a consumer's point of view. Farmers and cattle feeders like to see the linseed in the cake. The American cake coming into this country now is very thin and exceedingly hard, being in some cases more like iron plates than linseed cakes. It is made from seed which has been very closely ground and has been subjected to great pressure in order to extract as much oil as possible. Although I believe that in most cases the American cake is free from adulteration and only contains such admixture as is natural to and grown among the flaxseed, still it is very unattractive and scarcely like linseed cake in appearance.

The American crushers grind their seed more thoroughly than formerly, and consider it an improvement in the process of manufacture, because this extra grinding and the great pressure used enable them to get more oil out of it. From a cake consumer's point of view, however, this is no improvement, and Russian cake is now gradually displacing American domestic seedcake in this and other districts. There is now a greatly increased consumption of linseed cake ground into meal in the United States, and if it had not been for this large home consumption the United States would not have been able to find a market for its surplus production. There is a very large consumption of oil cake in the districts supplied from Hull. Lincolnshire, Yorkshire, and Norfolk are the largest cake-consuming counties supplied from here, and there being upward of 50 local seed-crushing mills, besides many country mills, the great bulk of the trade is supplied from this district. During the last five years the annual importations of seeds and oil cake into Hull have ranged as follows: Flaxseed, 4,400,000 to 5,800,000 bushels; rape seed, 700,000 to 1,200,000 bushels; cotton seed, 185,000 to 215,000 tons; clover seed, 1,700 to 2,300 tons, and oil cake, 17,000 to 24,500 tons.

TOBACCO.

Tobacco.—Large business done. The American cigarettes are regarded as the best in the market.

FRUITS AND NUTS.

Fresh fruits.—Apples are dealt in largely, but no other fresh fruits are imported.

Canned fruits.—There is quite a trade in this article.

Nuts.—Nothing done.

The great trouble here seems to be the need of proper persons to press the introduction of American commodities and productions.

GLASGOW.

(Report of Mr. Allen B. Morse, consul at Glasgow, Scotland.)

[Glasgow, on the Clyde, 405 miles north-northwest of London, is the industrial and commercial metropolis of Scotland, and, next to London, the most populous city in the United Kingdom. It overlies a vast bed of coal and ironstone, and to the great abundance of excellent building stone in its vicinity is largely due the fact that it is one of the best built cities in the world. No less than $55,000,000 has been spent in the improvement of the river and harbor, and its docks are capable of receiving the largest ships afloat. Its shipbuilding yards, from which as much as 419,600 tons of shipping has been launched in a single year, are of world-wide fame. Its principal industries include the manufacture of locomotives, marine engines and boilers, and sugar machinery, and it has also enormous chemical works and extensive manufactories of textile fabrics, as well as bleaching, dyeing, and calico-printing establishments. Glasgow is, in short, a rich, prosperous, and progressive city. Population in 1881 (municipal), 511,415; in 1891, including suburbs since incorporated, 658,198, and in 1894, as estimated by the registrar-general, 686,820. Its nonincorporated suburbs would give it an additional population of at least 115,000.]

ANIMALS.

Cattle.—The beef consumers of Glasgow and its suburbs, together with smaller towns in its immediate vicinity, depend upon importations of United States and Canadian cattle for fully 50 per cent of their supply. The United States and Canada furnish the entire foreign cattle supply to this port. The United States furnishes a larger proportion than Canada. The number of cattle landed here from the United States in 1893 was 28,553. In 1894 the number was 33,509, an increase of 4,956. In 1893 the cattle were brought over in 102 cargoes, the total loss at sea being 109—an average of about 1 per cargo, and 1 out of every 263 shipped. There were 17,741 Canadian cattle landed in 1894. Cattle from the United States and Canada must, under existing laws, be slaughtered at the landing place. They are sold almost wholly by auction. Prices naturally fluctuate from week to week and are controlled by the supply and demand. The chief competitors of these cattle are Scotch and Irish. The best United States steers of average quality realize from a farthing to a half-penny (one-half cent to a cent) per pound less than prime Scotch home-fed steers, while they always bring as much as prime Irish steers, and generally more. The average Canadian cattle received at this port do not compare favorably with the average cattle from the United States either in quality or price. The difference in value per pound may be roughly estimated at about a half-penny (1 cent) per pound.

The condition in which American cattle land is generally highly satisfactory. The only general complaint made against them is that when killed they are often "unduly fat" in their coarser cuts, and consequently more or less wasteful for shop purposes. United States steers are, however, regarded as second to none in quality of beef. The shippers,

after so many years, have become thoroughly acquainted with the requirements of this market, and no suggestions can be made toward improvement.

Horses.—There has been no regular importation of horses from the United States here until within the last two years. It used to be exportation instead of importation here. While, as it looks now, the importation of horses from the United States and Canada to Scotland may become a large and permanent trade, the shipments have not as yet been so numerous as to form more than 5 per cent, if so much, of the horse supply of Glasgow.

Edinburgh and London buy a considerable number of American horses landed at Glasgow.

United States horses are sold, as a general rule, at private bargain, and ordinary shipments average between £25 and £35 ($121.66 and $170.33) gross. American horses do not hold relatively as high a position in this market as do American cattle. Welsh and Irish horses are preferred for work and wearing qualities, and, although there is not much choice between them in this respect, Canadian horses get a preference in price over those coming from the United States, on the ground that they are thought to be more hardy and to wear longer at city work. The principal complaint against United States horses is their liability to catch dangerous and sometimes fatal colds soon after their landing in this country, on account, no doubt, of the dampness of the climate here. There is an impression, also, that they can not stand the same amount of wear and tear as Welsh or Irish horses. The great feature that recommends them is that they are almost all splendidly broken and thoroughly docile. Horses suitable for fancy carriage or driving purposes from the United States are in greater favor than mere work horses. It is suggested by horsemen here that if our shippers at home would be more careful, and even particular, in selecting, leaving "leggy," soft, and worthless animals out of their cargoes, the standard value of the United States horses in Glasgow would be rapidly improved. One dealer here says: "There are plenty of weedy, middling horses in Scotland without importing any." The number of horses imported in 1894 from the United States was 2,120; from Canada, 3,601.

Sheep.—It has only been during the last season that the low values of sheep in the United States, combined with the steady demand and fair prices for mutton in Scotland, have induced the shipping of sheep in any numbers from the United States to Glasgow.

It is not generally believed that this trade will develop or even continue, and while, just at present, American sheep form fully 10 per cent of the market supply here, it can scarcely be said that mutton consumers have learned to depend particularly upon such. The term "American," as used above, includes Canadian sheep as well as our own. Up to last fall it was an unusual thing to have any sheep shipments from the United States, while there has always been a fair number

of sheep shipped from Canada. United States sheep are sold at auction in lots varying from 10 to 30. Entire cargoes realize, according to trade, from 28s. to 35s. ($5.83 to $8.50) per head. The class of sheep shipped here from America are principally what is termed "roughish," most lots having a larger proportion of ewes and bucks than of young sheep. United States sheep, as a rule, sell relatively lower than Canadian. They do not generally "kill out" as good mutton or weigh as well to their appearance as those from Canada. Argentine sheep are, on the average, better, and sell higher, than either United States or Canadian, but as yet but few have been imported. United States sheep are criticised as being generally "roughish," with a distinct want of finish, even in the younger or better class. The only suggestion to be made is that better sheep be shipped. There were imported into Glasgow from the United States in 1894 9,202 sheep, and from Canada, 16,442; 7,749 sheep were imported from Ireland, but this was an exception and is not likely to continue. They were mostly sold for fattening purposes and not for immediate killing, as were the American sheep.

Mules.—There are no mules imported from the United States or from any other country, nor are there likely to be any in the near future.

CEREALS.

Wheat.—There is a large demand for wheat in this consular district, and buyers depend mainly upon importations for their supply. The amount of wheat raised in Scotland is inconsiderable, compared with the consumption. The Scotch people, especially those of Glasgow and its vicinity, are great bread eaters, and wheaten bread is much preferred. The United States furnishes the major portion of the whole supply, over 90 per cent of the importations being from the United States and Canada, about one-seventh of this 90 per cent being from the latter country.

So far as Glasgow is concerned, the loss to the United States and the gain to Argentina as regards the export of wheat have not corresponded with the figures for the United Kingdom as a whole. There has been some decrease in our importations and a slight gain for Argentina, but still a very small amount of wheat from the latter country comes direct to Glasgow, compared with the supply received from the United States. Russia is another strong competitor of the United States, sending more wheat into the United Kingdom in 1894 than did the United States, and nearly quadrupling her exportation of 1892; but very little wheat comes into Glasgow or this entire consular district from Russia. It is nearly all landed on the east coast of Scotland and in England. Glasgow also gets some wheat from the British East Indies, but not enough to seriously compete with American wheat. I can obtain no figures as to the exact importations at Glasgow for last year, but in 1893 there were received at this port 4,279,624 bushels (60

pounds each) of American wheat against 130,936 bushels from all other countries. Wheat is shipped from American ports in bulk, by consignments, and there are no suggestions to be made as to manner of shipment. There is no particular difference in the relative price of the product of the same color and grade from different countries.

Indian corn.—The inhabitants of this district rely entirely upon importations for their supply of Indian corn. It comes in bulk, shelled. The countries competing with the United States are Russia and Roumania, in the order named as to amount imported, and in 1894 their exportations to the United Kingdom were greater than our own. Very small quantities, however, from these countries come direct to Glasgow. Like the wheat from the same countries, the Indian corn is entered at the eastern Scottish and English ports, and what enters into the consumption of this district comes by rail from these ports. Corn here is chiefly used for feeding animals.

Oats and barley.—There is a large consumption of oats in this district, both for animal and human food. Large quantities of oats are raised in Scotland, but not sufficient by any means for home use. There is very little imported from the United States in comparison with other countries. Russia sends the greater bulk into this country. In the last month of 1894, 60 per cent of the whole amount imported was Russian.

Barley comes chiefly from Russia. Turkey and Germany also furnish large quantities, but the United States does not figure to any extent in the importations. There is more barley imported than there is oats, and less raised in Scotland.

Flour.—There is a very large consumption of wheat flour here, and that from the United States has the lead. More than 50 per cent of the flour used in this consular district is imported from our country. We really have no competitors; Canada and Hungary send some flour here, but not 10 per cent, as compared with the United States, from both countries combined. Hungarian flour sells relatively higher than American flour in some places, for what reason I know not. It seems to be local and confined to a few towns. The chief competitors of the United States are the local millers, who lose no opportunity to decry American flour. Although the amount imported from the United States has slightly fallen off in the last year, owing to business depression both here and in our own country, I think our flour is steadily gaining over all others in the estimation of both dealers and consumers; there has been a most gratifying increase of importations in the last four years. Glasgow is now second only to Liverpool and London in the United Kingdom as a market for American flour. Flour is sold by consignment, and the custom is for the American shipper to draw on his consignee at 60 days' sight against the documents forming the title to the consignment. This draft is generally negotiated by the shipper, and the consignee can obtain the bill of lading and delivery of the

flour only upon payment of the draft. The flour is shipped generally in sacks of 280 and 140 pounds, mostly 280.

Jute bags or sacks are considered better than those made of cotton. If the cotton bagging was of heavier material than that now in general use, it would, perhaps, be equal to jute, and it is cheaper. Some damage to the sacks, and a consequent loss of the contents, occurs when they are loaded or unloaded by slings of rope. Canvas slings for this purpose have been recommended by dealers here, but the general practice is to use ropes.

Care should be taken by the shipper to impress upon the vessel owners or agents the necessity of flour being so stored in the ship that oils and other tainting substances may not be near it. Flour often absorbs and holds obnoxious odors from such substances, if in near proximity thereto.

Corn and oat meal.—Corn meal is almost entirely ground here from the imported grain. It is not used to any extent for human food. The people here do not seem to know how to use it. It might, it would seem, be introduced into this country if someone would teach the people how to prepare and cook it. There is no reason why it should not be largely consumed, once its healthful and sustaining properties are known. If it should become a popular food commodity here, the United States would profit thereby beyond all other countries.

Large quantities of oatmeal are imported from Canada, and some from the United States. The Scotch are large consumers of oatmeal porridge and oat cakes. Oatmeal is also manufactured in large quantities in Scotland. The Canadian oatmeal brings as high a price in this market as the home product. The oatmeal from the United States is not favorably regarded by consumers, and often it is used for animal food. The defects found in our oatmeal by dealers and consumers here are that it is dry and hard and wanting in substance, compared with the home or Canadian product. It is supposed that the hot and dry weather in the United States during the ripening season of the oat is one cause of these defects. Another reason, in my opinion, may be the better conformity in the manufactures in Canada and Scotland to the taste of the people here. It is a well-known fact that most of the manufacturers of oatmeal in Canada are Scotchmen, most of them learning their methods under Scotch tutelage here. At any rate, our oatmeal does not suit the average Scotch palate, and until our manufacturers can produce a meal similar to the Scotch and Canadian product, there will be no chance of our importations increasing.

Glucose.—The supply comes from the United States and Continental Europe. The American product is the cheaper, but it is not quite so good in quality.

Starch.—The consumption of starch is large. It fluctuates, however, with the price and supply of sago and rice. One-third of the manufactured product is imported. Imported starch is supplied by the United States only.

The United States product is sold at about 5s. ($1.20) per ton less than the home product. Present price per ton, £9 5d. ($45). Dealers here claim that by undermining the home product as to price United States exporters are ruining the industry in Great Britain. It is claimed that the United States starch is sold here at $1.20 per ton less than it is disposed of at home in America, yet starch is protected by the present United States tariff 1½ cents per pound. The United States product is said to be just as good as that produced here and is liked as well by consumers; being sold cheaper, the importations are increasing and liable to further increase until practically the whole trade will be absorbed by our manufacturers.

DAIRY PRODUCTS.

Cheese.—There is in the months of November, December, January, and February a large supply of home-manufactured cheese in Glasgow and vicinity. As to imported cheese, the largest supply comes from Canada, the United States being second. When the prices of United States cheese are low, say in the neighborhood of from 40s. to 42s. ($9.73 to $10.22) per hundredweight, there is a large consumption of the product here, estimated by competent authority at 5,000 boxes per week. This is generally in the months of July, August, and September, when the supply at home and from other countries than the United States is not so plentiful. The cheeses from Holland and France, being of a different kind and quality, do not particularly compete with those from the United States, but those from Australia and New Zealand do. Cheese from the United States or other foreign countries, bearing the same brand or name as home cheese, is not permitted to be landed here. For instance, American cheese labeled simply "cheddar," which is the distinctive name of a certain class of British cheese, can not be landed. The finest quality of American cheese brings about the same price as cheese from other countries. Of course the home cheese is preferred and brings a higher price than foreign cheese by from 1 to 3 cents per pound.

I am sorry to say that the quality of the average cheese from the United States is not up to that of Canada or New Zealand. It is complained of the cheeses from the United States that they are not entirely covered with cheese cloth as are those from the two countries above mentioned. The United States cheeses, when kept for any length of time, are apt to get dirty and mitey, which hurts their appearance and sale very much. If they were completely covered, the cloths, when pulled off, would leave a nice, clean skin. This would also help to keep their weight better, as the loss in weight, with keeping, is generally heavy.

As to packing but little can be said, as they are now very suitably packed for this market, except that, if the boxes were made of slightly stronger wood, they would arrive on this side in better condition. The great trouble with the market for United States cheese in Glasgow is

that too many cheeses of an inferior grade and poor quality are being sent here. Lately there has been coming into Great Britain, more notably from Wisconsin, what is called "filled" cheese, among the constituents of which are beef fat, lard, and like substances. This importation has been so marked and so deleterious to the trade in United States cheeses generally that the associations of provision dealers in Glasgow and Liverpool have this winter memorialized the legislature of Wisconsin to enact laws or to provide some means to prevent these filled cheeses being passed off upon dealers and consumers for other than they really are. The dishonesty of these manufacturers will, if not speedily prevented, ruin the market for United States cheese in this country.

The consumption of cheese per capita in Scotland is no doubt more than four times that of the United States. It is one of the most common articles of food among all classes, and almost indispensable with the poorer class. The opportunities of export from the United States depend largely upon the quality of the cheese sent and the honesty of the exporters in the labeling and classing of their cheeses. Canada sends to Glasgow cheese in value as compared with that sent by the United States as 27 to 15, and in quantity as 26 to 16. She is our chief foreign competitor. Home cheese sells at wholesale at from $11.20 to $14 per hundredweight.

Butter.—The consumption of butter is not large, and only low grades sell readily. Consumers depend largely upon importations for their supply. The chief importations are from Ireland and Denmark, the latter country lately taking the lead, being preferred above all others. Butter is also received from Sweden, Germany, and Holland in large quantities, as compared with the United States and Canada; some also comes from France. The butter sold here averages from 46s. to 50s. ($11.19 to $12.17) per hundredweight. Fine qualities of ladle and dairy butter realize, at certain seasons, from 80s. to 90s. ($19.47 to $21.90) per hundredweight; but this is consumed only by a few of the better class of people. Butter is not a common article of food with the poorer classes.

MEATS.

Fresh meats.—Practically the only fresh meat imported into Glasgow is United States fresh beef. There has been some consumption of frozen sheep and lambs from New Zealand, imported by London houses and sold by them to Glasgow dealers. The United States, however, supplies more than four-fifths of the entire importations of dressed meat, and the product commands a higher price than that from any other country, and is inferior only to the finest home supply. There are no suggestions to be made as to the manner of importation. Fresh meat is generally sold at from 5d. to 8d. (10 to 16 cents) per pound.

Canned meats.—Compressed corned beef comes chiefly in 2 and 6 pound cans or packages, with lesser quantities in 1 and 14 pound cans. Roast beef comes chiefly in 2-pound cans, with a lesser quantity of 1-pound cans from the United States. Corned mutton, in 6-pound round cans, comes from Australia and New Zealand. The price of 6-pound corned mutton fell greatly last season, and is now from 3s. 6d. to 4s. (84 to 97 cents) per dozen cans below the price of cans of United States compressed corned beef of same size, causing a greatly reduced consumption of the latter, mutton having a stronger hold on the Scotch than on the English taste.

Prices are at present 5s. ($1.22) per dozen cans for roast beef in cases of 48 1-pound cans, 8s. 6d. ($2.07) for 2-pound corned and roast beef flat cans, and 7s. 3d. ($1.76) for cheaper roast in 2-pound tall cans; 27s. ($6.57) for 6 pounds, and 58s. ($14.11) for 14 pounds corned beef. Australian corned mutton per dozen 6-pound cans 20s. 6d. to 21s. ($4.99 to $5.11), and the same from New Zealand 22s. 6d. to 23s. ($5.47 to $5.60). These are all delivered at Glasgow, net terms. There are also "ox tongues" and "lunch tongues," but these are considered as delicacies. In a comparative way, the prices of American canned meats are higher than those from other countries, the ox tongues being the highest priced of any.

Hams.—As to the consumption of hams from the United States, no estimate can be made, as a large portion of those coming into Glasgow are not classed as to nativity, and a considerable quantity comes by through freight from the north of England. The consumption was hurt by extreme prices last summer, especially during the railway strikes in the United States, and now it is not up to the average.

Dealers depend largely upon the United States for their supply. We furnish the major portion of the hams imported. Ireland and Canada send quite large quantities here. The trade with the latter country seems to be improving lately. Hams are sold, as a rule, "average loss allowed." The gross weight, in the box, is taken and then the hams are turned out and weighed. What is short is allowed the buyer. Two boxes out of five, and three out of ten, are usually averaged. They are also sold "box weight" with a guaranty that the loss will not exceed 2 per cent. Prices varied greatly during the last six months. During the railroad strikes 61s. ($14.84) was received for 14 to 16 pounds of long-cut and the same prices for the same weight of short-cut hams, while to-day 40s. ($9.73) would be outside value, with good brands at 24s. ($0.49) less. Irish hams bring the highest prices in this market, but of late years the very fine quality sent here by the United States curers has narrowed the difference in price very much. The United States curers also assort the averages closely; that is, not putting in very light and also very heavy hams for a certain average. Danish hams are no longer desired in this market, having been shut out by the superiority of those from the United States. No

fault is found with the method of curing or manner of transportation of hams from the United States by the dealers here, nor do they point out any defects in the product.

Bacon.—But little bacon is now used here except shoulders, squares being in much less request. Formerly "long clear" was in demand, but of late years Irish is the chief sale, and it comes over in a fresh state (what in the United States would be called fresh pork), and is cured by the merchants here. The heavier averages of short cut hams are boned and rolled and used instead of long clear bacon. I have seen on the docks here quantities of bacon from Cedar Rapids, Iowa, packed in square wooden boxes, and said by dealers and shippers to be very nicely assorted and packed and of fine quality.

Lard.—The chief sale here is in tierces. Bread in Scotland is baked almost entirely by bakers, and not as in England and the United States by housewives. The larger packages of lard can therefore be taken here and are preferable, while in England there is a very heavy demand for 28-pound packages. Our exporters should take note of this difference in demand between these two sections of Great Britain. Cotton-seed oil is used by bakers for certain purposes, but, outside of this, it is American lard that is used here in the making of bread. Lard is sold per 112 pounds. Present prices are: In tierces, 34s. ($8.27); in 28-pound packages, 35s. ($8.52). Irish lard is higher than American, but I am informed by dealers and bakers that it is not used here.

Oleomargarine.—Oleo oil, or "oleo," and margarin, which has "oleo" as its basis, are used to some extent. American butterine, called here by the terms of the law "margarin," is no longer taken in this market, owing to home and Dutch (Holland) factories being able to supply margarin while the freshness and bloom are still on, and also by using in mixture the butter that is most popular here, which is Danish. Oleo oil has had rather a hard time. The immense importations of pure Colonial butter coming into Great Britain at a time when butter was scarce here, their pastures being fresh when it is winter here, have caused a large decrease in the use of imitation butter and made the price of oleo oil abnormally low last season. Consumers of oleo oil depend largely upon United States importations, which furnish the most of the supply, only a small proportion being manufactured here. It is sold in lots of 112 pounds. Value, at present, for best American, about 28s. ($6.81); for the home product, 32s. ($7.79).

Dealers here say that the complete and thorough system of packing meats by the American slaughterers and packers can not be improved, and they are thereby enabled to obtain the highest price that can possibly be made from their products.

COTTON.

Raw cotton.—I can get no data as to the consumption of raw cotton in this district. There is no cotton exchange here, as in Liverpool, and there is difficulty in getting figures on importations, consumption, and prices. The prices at Liverpool rule the prices here, and probably the report of the consul at that port will apply to Glasgow. The people depend entirely upon importations. No doubt the United States furnishes the major portion of the supply here, but I have as yet seen no cotton landed or in store at the docks.[1] I think that none comes from the United States direct by water to Glasgow. Sea Island brings the highest price and Egyptian sells next highest, followed by Peruvian, Madras, and American, in the order named.

Cotton seed.—Is mostly imported from Egypt, as it is cheaper than the United States product.

Cotton-seed oil.—The product of Egypt is thought here to be sweeter and cheaper than that of the United States. The former is mostly manufactured here from cotton seed imported from Egypt, and is preferred in the manufacture of cottolene fats. American cotton oil, in my opinion, is equal in every respect to that manufactured here from Egyptian cotton seed, but the price cuts the important figure and prevents the use of our product to any great extent.

Oil cake.—It is reliably estimated that in 1894 there was about 10,000 tons manufactured here from Egyptian cotton seed. Imported from the United States in 1893, 10,000 tons; in 1894, 9,000 tons. Linseed cake imported from the United States in 1894, 5,000 tons. This estimate in round numbers is made by reliable dealers, but it is not far from the exact figures, which, however, I have been unable to obtain The United States product is decorticated and is hard. The home-made is undecorticated, is fresh and is softer than the former; hence it sells at a preference. The home product is the only competitor with the United States.

Cottolene or other compound cooking fats made from cotton seed.—These products of cotton seed have a ready and considerable sale in this market. A large quantity is imported, but a larger quantity is manufactured here. As the cotton-seed oils from Egypt can be sold cheaper than those of the United States, it enables the manufacturers here to successfully compete with the United States. The American product must be so produced as to acquire a name and the reputation of being better in quality than the home product before it can supplant or even successfully compete with it.

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[1] In 1893, the most recent year for which statistics are available, the total importation of raw cotton from all countries into Glasgow amounted to only 196,336 pounds.

Fats from Australia and New Zealand also compete with fats from the United States. They are said to be better in quality and cheaper than ours; if so, this is of great advantage to the manufacturers of compound fats in this country.

TOBACCO.

Unmanufactured.—For the last few years the consumption in Glasgow has been about 5,000,000 pounds per year. The United States furnishes the entire quantity, excepting a small amount from Turkey. The product is sold in bond at prices ranging from 3½d. to 8½d. (7 to 17 cents) per pound. For Western the price is from 3½d. to 14d. (7 to 28 cents), while as to Virginia prices vary materially in different years. The importations being almost entirely from the United States, there is no comparison of prices to be made with other countries. Turkish tobacco and some fancy substitutes are higher, but the product is different. Dealers here claim that the American product has deteriorated of late years, on account of the producers aiming more at quantity than at quality and not giving as careful attention as formerly to picking and assorting. There are no suggestions to be made as to curing and packing, the dealers here being satisfied with the methods generally practiced by our producers and shippers. The tariff duty on unmanufactured tobacco containing 10 per cent or more of moisture is 3s. 6d. (85 cents) per pound; containing less than 10 per cent of moisture it is 3s. 10d. (93 cents) per pound.

Manufactured.—This is mostly made here. There is but little imported, outside of that used for ship stores. Chewing tobacco, fine cut, from the United States, can be found in but few of the shops, and is sold generally to Americans, in small tin boxes, about the size of a common pocket tobacco box, for 1s., or 24 cents, a box. The price with us would be 5 cents for the same amount. No fine-cut chewing tobacco is manufactured here, and none is used except by Americans. Not much chewing tobacco is consumed by the people here, but they are inveterate smokers. But few American cigars are obtainable, the principal importations being cheap cigars from India. The tariff duty is 5s. 6d. per pound, or about $1.34 of our money. On chewing tobacco it is 4s. 10d. per pound, or $1.18 in our currency. This tax effectually shuts out our cigars and chewing tobacco, except as the same are demanded by Americans resident or visiting here.

LIQUORS.

Wines.—The consumption of wines in this district depends entirely upon importations, principally from France, Spain, and Portugal, in the order named, as to amount and value. Wines from California are growing in favor here, and it is not uncommon to see them specially advertised and displayed in shop windows.

Port and sherry from California are sold at the same prices as the same grades from southern Europe, and are considered equally good. Claret and Burgundy are not so much in demand, but if price and quality were equal to those of European wines the California product would compete favorably with them, as there is no prejudice against the California product. The favorable reception accorded to port and sherry augurs well for the other wines from California, providing they can be laid down here at the same prices as the same quality of European wines. This, however, is somewhat problematical, owing to the difference in the cost of production and in transportation, which, of course, is against our producers.

Brandies.—There has been some importation of brandies from California, but they are not favorably regarded here. No gin or whisky is imported from the United States. The brandies used in this district come from southern Europe, the gin comes from Holland, while the whisky used is made almost exclusively here or in Ireland.

Beer.—Nearly all the beer consumed in this district is manufactured in Great Britain and Ireland. Lager, from Germany, is drunk to some extent by the wealthier classes, and the consumption is increasing so rapidly as to alarm British brewers, who are taking active steps to check it. None is imported from the United States, nor is there any hope of any trade arising hereafter. Some comes from Bavaria.

Cider.—There is very little consumption here. Small quantities have at times been imported from the United States, but there is no demand for it. The people prefer beer.

SEEDS.

Clover and other grass seeds.—This district depends to a considerable extent upon importations for its supply. The consumption of seed from the United States depends largely upon how the prices in America compare with those in Germany and France, our principal competitors. Very little seed is sold in Glasgow market proper, but merchants at Leith and Edinburgh and others at Glasgow import seed via Glasgow for distribution all over England and Scotland. All the seed imported from the United States into Great Britain is probably received at one or another of the three ports of Glasgow, Liverpool, and London.

There is imported into Glasgow, from the United States, besides clover seed, the seed of meadow fescue, timothy, and orchard grass. There is not so much imported from the United States as from Germany, in an average year. Prices of clover seed vary very much. An average price for red clover from the United States would be from £40 to £50 ($194.66 to $243.32) per ton; for alsike, £50 to £70 ($243.32 to $340.65) per ton. Clover seed is uncommonly cheap this year. Good American seed of the same sample is about the same in value as German seed. The dealers here say that the exporters in the United

States manage their business well. The bags containing the clover seed are of convenient size (about 140 pounds each), and are very suitable for the carriage of the seed. They are seamless cotton bags. They are not, however, made of as good material as they were ten or twelve years ago.

Flaxseed.—Comes chiefly from Russia, Turkey, and India. I do not think there is any imported from the United States.

FRUITS.

Fresh fruits.—There is a very large consumption in this city, and the surrounding country produces little or nothing beyond strawberries and gooseberries. France, Germany, Holland, Belgium, Spain, and the United States are all laid under contribution, as well as England, which is more favorably situated as to soil and climate than Scotland for the raising of fruit. The major portion of the supply comes from England and Continental Europe.

There is, however, a large export trade from the United States in apples and recently in pears from California. A few oranges have also been shipped from the United States, principally grown in Florida, and a limited number from California. Since the late freeze in Florida, oranges have been exported by dealers here in limited quantities to the United States. Fresh fruits from the United States, especially apples, are generally sold at public auction by brokers who handle fruit almost exclusively. They are purchased at auction by the jobbers, who dispose of them to the retailers, and through these they reach the consumer.

The average price for American apples of the ordinary kind, in a full season, runs from about 13s. to 14s. ($3.16 to $3.41) per barrel for those shipped from the Hudson River and western New York. Maine and Massachusetts apples generally realize from 25 to 50 cents less per barrel. There is, however, some very fine fruit from Maine which, arriving in good condition, holds its own with New York fruit. Prices for the United States fruit are relatively much higher than those paid for similar products from other countries, apples especially being in the main superior to those grown in Great Britain or other countries. There are said to be no defects in the American product except an occasional but very rare instance of deficient packing. The business in American apples is a well-established one here, and is recognized by the fruit trade to be almost indispensable. It is believed that, given a fair crop in the United States, our apples will be preferred above all others. This is attributable to the fine average quality and size of the fruit, it being utterly impossible for any other country to produce fruit which can be relied upon for quantity and quality to the same extent. Florida oranges are coming into favor, their superior quality being fully recognized. The impediment to their more extensive shipment

has been the expense of their conveyance to this country as well as the want of care exercised on board Atlantic steamers in giving the fruit proper storage and ventilation, thus frequently causing decay on the passage and consequent loss to the shippers.

Since November of last year down to the present time an unusual amount of California fruit has been dispatched to London, Liverpool, and Glasgow, nearly all of which has been placed through reliable houses in London, Liverpool, and Glasgow. It has not been shown as yet (so the consignees inform me) whether the result of the shipment as a whole will be considered sufficiently satisfactory to make the business continuous. These shipments have been made by a firm in New York, but it is understood that other large companies, which deal exclusively in California fruit, are watching this new development; and with the prospect of cool chambers for carrying these delicate fruits safely, there is every likelihood of the trade increasing and becoming of great value to California fruit raisers. California Newtown pippins have averaged 13s. ($3.16) per case, containing about 38 pounds of fruit. California pears (Easter Beurres) here averaged about the same figure; Winter Nellis, 9s. ($2.19), and D'Alencons 11s. ($2.68). Some time ago the export from the United States of summer pears, such as the Bartlett, was tried, but with varying success, the difficulty being the competition of French produce of a similar kind. The business which has developed this year has been with varieties which are called winter pears, and in regard to these California can defy European competition. The apple crop of the United States and Canada was considered a failure in 1894, and yet over 1,000,000 barrels have been imported into Scotland from these two countries by the way of New York.

Dried fruits are difficult to sell here, except raisins. These have the disadvantage of Spanish competition. There have not been many California raisins in the Scotch markets as yet, the value in the United States being too high to allow a profit to the American exporter when sold here. On raisins there is a duty of 7s. ($1.70) per hundredweight. Dried apricots, peaches, and evaporated apples are admitted free. There is a considerable trade in these, but it depends to a great extent on the supply of fresh fruits, as it is only when the latter are scarce that the dried article is used as a substitute. There is, however, a limited demand for all of them for use on long-voyaged vessels and steamers.

Canned fruits.—These are imported into Glasgow for consumption throughout Scotland in large quantities, coming from the United States and southern Europe. The larger portion is from the United States. Very choice canned apples come from Canada. For the same kinds and qualities there are no differences in prices. California fruits have good standing and sell readily. A notable thing as to the consumption of these fruits by the Scotch people is that more jams and preserves are

eaten than canned fruits. Singapore pineapples come into competition with canned pineapples from the United States. The competition in principal canned fruits of other countries with the United States is insignificant.

Canned vegetables.—Canned beans come from the United States and France. The French product is preferred here. It is claimed to be better prepared and to have finer color. Canned pease come from the United States and southern Europe. Canned corn is imported principally from the United States. It is not consumed to any extent, the people here not having acquired a taste for it, or a knowledge of its good qualities. Canned tomatoes are furnished from France, Italy, Spain, and the United States. The French and Italian products stand best in this market; they are rounder and smoother. New Jersey tomatoes are good, possibly equal to the French, but the latter seem to be preferred. As fresh tomatoes are in the market nearly all the year round, there is not the demand for the canned article that exists in the United States.

Nuts.—There are no nuts imported here grown in the United States. Cocoanuts from Cuba and San Blas are shipped here from New York.

LEITH.

(*Report of Mr. Robert J. MacBride, consul at Leith, Scotland.*)

[Leith, the port of Edinburgh, from which it is nominally distant 2 miles, but with which it practically forms one continuous city, is situated on the estuary known as the Firth of Forth. It has direct steamship communication with the principal ports of Europe and also with New York. It imports grain, flour, sugar, wines, petroleum, lumber, fruit, tobacco, vegetables, yarn, chemicals, etc., to the value of more than $50,000,000 per annum, and exports machinery, coal, iron, fish, whisky, beer, sugar, yarn, paper, linen, jute, and cotton fabrics, etc., to the value of over $18,000,000 per annum. Its industries include shipbuilding, milling, sugar refining, brewing, and distilling, and it has also chemical works, rope works, and sawmills. Population in 1881, 59,485; in 1891, 69,885, and in 1894, as estimated by the registrar-general, 72,003.]

It is exceedingly difficult to give categorical replies to the several questions embraced in the circular of the Department of Agriculture. This arises, in a great measure, from the fact that, though there may be a large consumption of certain products from the United States in this consular district, yet it frequently happens that only a small proportion is imported directly to Leith, the seaport of Edinburgh, and in some cases there is no direct importation at all. Quite a large proportion of the products of the United States consumed here (flour, also wheat and other grains excepted) reaches Edinburgh and Leith by rail, either from Glasgow, 47 miles distant, from Liverpool, 229 miles, or from London, 400 miles distant.

As there are no statistics kept of the amount or character of the goods received here by rail, or at least none from which foreign and

domestic products can be distinguished, it will readily be seen that the records of the custom-house at Leith can furnish no reliable guide as to either the amount or character of the importations actually received from the United States.

The foregoing does not apply, however, to flour or to wheat and other grains, practically all of which products are imported directly to Leith by steamer. In the case of these last-named products, I will hereafter give statistics as to the amounts received. In reference to others it is deemed best to avoid giving the statistics from the custom-house, for the reason that as they would cover only a portion of the actual amounts received, they would be of little value and might be misleading.

ANIMALS.

There are no direct importations of animals from the United States to this consular district. Leith is not a port for receiving American cattle, Glasgow, Deptford, Liverpool, and Bristol being the only licensed ports in Great Britain. In 1894 there were 41,000 fat cattle, 149,000 fat sheep, 80,000 store sheep, and 16,500 store cattle sold in Edinburgh. The greater proportion of the fat cattle are fed in Scotland. The bulk of the store cattle come from the north of England and Ireland. The sheep are almost entirely bred and fed in Scotland, with the exception of from 20,000 to 30,000 which come from Norway and Iceland.

CEREALS.

Wheat.—There is a large consumption of wheat from the United States. In the year 1894 there were imported into Leith from that country 213,750 quarters of 480 pounds to the quarter, being 1,710,000 bushels of 60 pounds each. This wheat was shipped by steamer directly to this port. During the same year there were imported into Leith from Canada 90,000 quarters of 480 pounds each, or 720,000 bushels, and there were received from Russia and Black Sea ports 70,000 quarters, or 560,000 bushels, the total imports aggregating 373,750 quarters, or 2,990,000 bushels; the United States thus furnished nearly three-fifths of the total amount. The wheat from the United States, as a rule, is of fine quality. The hard spring wheat realizes higher prices than any other kind. It is claimed that in general the method of shipping American wheat is satisfactory, but at times there are complaints, caused, it is said, by careless grading. Wheat and other grains from the United States are usually sold with a certificate of grade attached to the bills of lading or shipping papers. The only suggestion made by dealers here is that the grading should be carefully attended to, so that buyers may have confidence in getting the quality they purchase.

Corn.—During the year 1894 there was received at Leith, by direct import by water, a total of 1,828,560 bushels of maize or Indian corn. Of this amount the United States furnished 788,560 bushels and Canada

16,000 bushels, the remainder, 1,024,000 bushels, coming from Danube and Black Sea ports. The American corn is generally of fine quality, and is preferred to any other for general purposes.

Flour.—The direct importation of flour by sea to the port of Leith during the year 1894 amounted in all to 725,347 sacks, most of them of 140 pounds each. This is equivalent to 101,548,580 pounds, or 518,105 barrels of 196 pounds each. Of this amount the United States furnished 640,600 sacks, or about 457,571 barrels; the remainder, 84,747 sacks, or 60,534 barrels, was received from Hungary and France. It will thus be seen that practically all the flour imported into this consular district comes from the United States. No other flour can equal that from the United States, and it commands the market.

Meal (oat or corn).—There is a large consumption of oatmeal in this district, but it is quite safe to say that 99 per cent of that used here is made from oats grown in Scotland. Owing chiefly to climatic conditions, the oats grown in this district are the finest in the world. No oats grown elsewhere have the same fine flavor, and this fact is so well known and so much appreciated by the consumer that the Scotch oatmeal is easily the first in the market here, as it probably is in every other market in Great Britain.

The very trifling amount of oatmeal imported here from the United States is cheaper than the oatmeal made here, and of very inferior quality.

Corn meal, or Indian meal as it is termed here, is used solely for cattle feeding. Most of the Indian meal used in this district is ground here from corn shipped from the United States. No attempt is made to utilize corn meal as food for man. It is said that at a large exposition held some four years ago at Edinburgh, a systematic attempt was made to introduce it; the meal was prepared and cooked in the presence of the visitors, but no successful results followed.

Prices of grain and flour.—The following table will show the comparative prices at this consulate of wheat, corn, and flour. It is compiled from the daily market reports of May 15, 1895. Grain is not quoted here by the bushel nor flour by the barrel—the quotations are all by weight. Wheat is quoted at a certain price per 240 pounds, and corn and flour per 280 pounds:

WHEAT.

Grade.	Per 240 pounds.	Prices in United States currency per bushel of 60 pounds.
	s. d. s. d.	*Cents.*
Scotch	11 0@12 6	67@76
Hard Duluth No. 2	13 3@13 6	80@82
Black Sea	12 0	73
Northern Duluth No. 1	13 6@13 9	82@83
Hard Duluth No. 1	13 9@14 0	83@85
Chicago and Milwaukee No. 2	13 3	80
Red winter No. 2 and hard Kansas	12 6	76

FLOUR.

Grade.	Per 280 pounds.				Prices in United States currency per barrel of 196 pounds.
	s.	d.	s.	d.	
Canadian Patent	19	6@	20	6	$3.32@$3.49
Minnesota Patent	21	0@	23	0	3.58@ 3.93
Milwaukee Patent	20	0@	23	0	3.41@ 3.93
German and French	20	6@	22	0	3.49@ 3.75
Minnesota Straight	17	3@	17	6	2.94@ 2.98
Milwaukee Straight	16	9@	17	3	2.85@ 2.94

The prices of Indian corn from the United States vary but little from the prices obtained for the products from the Black Sea and Danubian ports. The current price of both at this date is 13s. 6d. per 280 pounds, or about 66 cents per bushel of 56 pounds.

DAIRY PRODUCTS.

Butter.—The supply of butter in this district comes from numerous sources in addition to that which is obtained from the home producers. Denmark, Germany (Kiel), Holland, and Ireland all contribute. In recent years the import of butter from the Australasian colonies has been rapidly increasing. The favor with which Australasian butter has been received is due in a great measure to the splendid manner in which it is packed for transportation.

The butter from the United States does not command prices equal to those obtained for the home or for the continental or colonial product. There are considerable quantities of butter imported from the United States, but it has to be sold at lower figures than that coming from any other quarter. The butter imported from the United States, as a rule, is inferior in quality. The better quality is ceasing to be sent here, and the lower quality is being slowly superseded by the use of margarine. The best butter is furnished by Denmark. A very prominent dealer in dairy products at Leith gives it as his opinion that the demand for butter from the United States will cease to be of any importance unless a radical change be speedily effected, both in the quality sent here and in the style of marketing. He states that butter should be packed in lighter casks or boxes, and he recommends the Australian style as a model. In this connection I wish to quote from the testimony of Mr. Alexander Osborne, of Glasgow, given at Westminster on the 8th day of May, instant, before the select committee of the House of Commons on the adulteration of food. Mr. Osborne is the senior partner of the well-known Scottish firm of Osborne & Sons. I quote as follows:

At one time we did a large trade in Irish butter, but in recent years Irish butter appears to have gone out of favor in the market. The butter now in the Scottish market comes mostly from Denmark, and a good deal from France and Australia. The Australian butter is of very superior quality, the wholesale price being from 70s. to 80s. per hundredweight. The authorities in Australia take very good care that no

butter is shipped which does not come up to what it is represented to be. If their customers wish a warranty for Australian butter they will always give it, but they never ask for it, nor do they ever have a customer send back Australian butter.

Cheese.—The cheese consumed in this consular district is supplied from the following sources, given in order of importance:

(1) The home market, (2) Canada, (3) the United States (chiefly Wisconsin and New York), (4) Holland, Italy, and France, and (5) lately, and in increasing quantities, from New Zealand and Australia. There is a considerable quantity of cheese imported from the United States. The American cheese is much sought after, and the same is true of the New Zealand cheese. The current price of home cheese is about 56s. per hundredweight, or 13½ cents per pound. Of American cheese, about 50s. per hundredweight or 12 cents per pound, and of Australian cheese, about 46s. per hundredweight, or 11 cents per pound.[1]

In this particular locality the dealers inform me that the cheese from the State of New York is falling each year more and more out of favor. The cheese from Wisconsin is steadily gaining favor, attributable, it is said, to the fact that they are taking lessons from the Canadians and copying their good points, both in manufacturing and packing, as well as that they are fortunate in having wholesome laws enacted to prevent adulteration.[2] On this subject I again wish to quote from the testimony of Mr. Osborne before the select committee of the House of Commons. He said, in substance, that the public was often imposed upon by the cheese sent here from America, as there is no means of ascertaining the composition of these American cheeses except by analysis. His remedy for both butter and cheese is that foreign governments should be made responsible for the quality of the article shipped. If the foreign governments decline to accept the responsibility, then he would recommend that the articles from such countries should be prohibited from being imported into Great Britain. He would propose that the packages in which the articles were brought to this country should have a government stamp put upon them, and also that there should be a certificate of genuineness. He believed that most of the filled cheeses come from the Western States of the United States, and that they were made principally of lard. They looked very like full milk cheeses, but they corrupted very quickly. He attributed the excellent trade in butter at present enjoyed by Denmark simply to the fact that the Danish Government are particular not to allow adulteration. In his opinion, it is to the interest of foreign governments to make themselves responsible for the character of the dairy products they export, because it will improve their trade.

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[1] If, as is probable, the hundredweight here referred to is the imperial hundredweight of 112 pounds, the prices per pound will be from 1 to 1½ cents less than is stated.

[2] See the statement of the consul at Glasgow as to the shipment of filled cheeses from Wisconsin, p. 116.

MEATS.

There are no direct importations from the United States to this port either of fresh meats or canned meats.

There is a large consumption of hams and bacon in this district. The greatest proportion of importations of such provisions comes from the United States. I am informed by dealers, however, that our proportion in recent years is not being maintained. Next to that from the United States comes the home production. Denmark and Sweden furnish large quantities of bacon. It does not always come here direct, but sometimes comes through London and other English towns. It is mostly in pigs, singed and split in two, slightly smoked, and sold as Wiltshire bacon, or at least as of the Wiltshire style of cure. Ireland sends considerable quantities here, but not nearly so large a proportion as is sent to Glasgow and the western part of Scotland.

No statistics are at hand to show the consumption of Scottish home-fed pigs, but it is well known that there has been a large increase within the past few years in this district. The packers here have a method of marketing their pigs which is steadily increasing in favor and causing a corresponding diminution in the smoked-ham trade. They take fresh pigs, remove the bones and skin, and then put them in pickle three or four days, after which they are taken out and cut into four quarters and rolled up. This is called "The Ayrshire Roll," the meat of which, being sweet and fresh, readily finds a good market and is becoming highly esteemed.

The prices of American hams and bacon are lower than any others, being about 10s. ($2.43) per hundredweight lower than those of Scotch, about 4s. (97 cents) lower than the Danish, and 15s. ($3.65) per hundredweight lower than the Irish.

Dealers here are of the opinion that the feeding of pigs in the United States on Indian corn is a mistake; that maize is not so good a food for making bacon as pease or other grains, and that a mixed diet is still better.

In answer to a letter of mine addressed to a firm of dealers here, who also have large interests at Dundee, they write to me, replying to my question whether they had any suggestions or advice to offer American packers, as follows:

> You may rely upon the enterprise and zeal of the packers of bacon in your country to adopt any fresh idea to improve the quality and cure in their own interests, but if anyone could discover a substance which would prevent the borax in which the bacon is packed from itself becoming tainted from lying on the meat (especially in warm weather) and gradually eating into the meat, the discoverer would confer a great benefit upon the trade and upon mankind.

COTTON, ETC.

There is no direct importation from the United States to this district of either cotton or cotton-seed oil. Cotton seed comes mostly from

Egypt and is pressed in the local mills. The products of cotton seed are at present used in this district only to a moderate extent, but the trade is constantly increasing. The finished product in cotton-seed cake and various edible preparations comes from the United States. In cotton oil and its derivatives the United States holds the first place. No reliable statistics are at hand to show the amount of the consumption in this district.

TOBACCO.

There is a very large consumption of tobacco here, the United States furnishing almost the entire amount used. The quantity imported from other countries, including Turkey, is a mere fraction of what is used here.

The tobacco from the United States is sold at a lower price relatively than that coming from Turkey and Cuba. The best quality of the last named is very high in price, but it is little used in this district. Such tobacco is used for cigars and cigarettes, which are not made to any extent in Scotland.

Scottish dealers recommend that tobaccos sent here from Ohio and Maryland, or the class of leaf tobacco called Ohio and Maryland tobacco, should be "stripped;" that is to say, the stem should be taken from the leaf before the tobacco is exported.

FRUITS.

In this district there is a very large amount of fresh fruit used. The chief sources of supply are England, Belgium, Holland, Germany, France, the United States, and Canada. The United States product averages better prices than the others; this is especially true with regard to apples. Dealers have no complaints to make with regard to the American style of packing. On the contrary, they state that they consider the American style of packing to be perfect.

The consumption of dried and canned fruits is not very great in this district. Canned peaches, pears, apricots, etc., are found in limited quantities in the shops, but there seems to be a prejudice against canned goods, not only as to canned fruits, but also canned meats and vegetables as well. Many believe that it is not only unhealthy but dangerous to use this class of goods. Were this prejudice removed, a much larger trade would be enjoyed by the United States in all canned products. Very little fruit destined for this district comes to this port direct from the United States, much of it being received here by rail from Glasgow.

LIQUORS.

The consumption of wines and liquors in this district is very large, but it is believed that none of it, unless it may be an infinitesimal quantity of rye and bourbon whisky, comes from the United States. The wines are from France, Spain, and Portugal, with a small proportion from Germany and Madeira.

Cider is practically unknown here, and this part of Scotland would be a most promising field for dealers in that article to establish a market for their goods.

SEEDS.

There are no clover or grass seeds imported from the United States. There is, however, a considerable import of flaxseed and of cotton seed. The competition with America in this latter line comes from Egypt, India, Russia, etc. No complaints are made regarding the manner of American shipments. The American style of business is quite in accordance with the requirements of the Scottish trade.

In this report I have endeavored to cover as fully as possible the articles mentioned in the circular of the Department of Agriculture. Such articles as are omitted are those which are not imported directly to Leith, or else they are products about which I could obtain no reliable information of value.

BELFAST.

(*Report of Mr. James B. Taney, consul at Belfast, Ireland.*)

[Belfast, the most important manufacturing and commercial city in Ireland, is situated on Belfast Lough, 12 miles from the sea. Its imports of breadstuffs, linen yarn, petroleum, lumber, sugar, wines, spirits, etc., amount to more than $17,000,000 per annum, but its export trade is very small, such of its textile fabrics and other manufactured goods as are not consumed in the British Islands being shipped abroad from other ports. It is the chief seat of the Irish linen industry, in addition to which it has shipbuilding, the weaving, bleaching, dyeing, and printing of cotton goods, iron founding, rope making, and distilling. Population in 1881, 208,122; in 1891, 255,950.]

By way of preface I may remark that some difficulty has been encountered in acquiring accurate information about several of the items enumerated. Many merchants and dealers to whom one must apply are suspicious and impart information reluctantly; others again will not spare the time, hence reliable specific information is frequently quite limited. There are, however, occasional exceptions. These do their best to answer questions intelligently, and to such I am indebted for whatever of value there is in this report.[1]

ANIMALS.

Cattle and sheep.—The large active industrial population in this climate consume enormous quantities of these two products. There

[1] Where no criticisms or recommendations are noted, it is understood that there are none to offer, and that dealers and buyers are satisfied with packing, shipping, quality, etc. All tons mentioned represent 2,240 pounds; all hundredweights represent 112 pounds.

are no importations of fat cattle or sheep; neither are there for breeding or raising purposes. This district raises much more than it consumes, and this surplus is exported to Great Britain. For the year 1894 there were 95,286 cattle, 2,863 (dead) calves, and 27,960 sheep shipped across the channel from Belfast. Prices have a wide range. At an advertised auction sale recently 161 head of well-bred and thoroughbred Shorthorns were disposed of, and the following are some of the sales: Bulls, red, fourteen months old, $175; one year old, $160; eleven months old, $150; two and one-half years old, $140. Cows, nine years old, $80; eight years old, $97; six years old, $95; five years old, $135. Heifers, two years old, $75; one year old, $72; eleven months old, $65.

Fat cattle are sold both in lump and by the hundredweight; the maximum and minimum prices at this writing are from $5 to $10 per 112 pounds. Beef cattle are most desirable at two and a half to three years old. Heavy cattle, or cattle over three years old, will not bring as good prices in proportion to their weight as lighter ones. Three-year-old beeves, weighing from 900 to 1,000 pounds, command the best prices.

Mutton sheep of light weight are in best demand. The black-faced variety are considered the choicest. At a weekly auction sale in this city on March 28 last the following prices for fat cattle and mutton sheep were realized: Prime bullocks sold at $108.27; heifers at $99.07; cows, $82.73; bulls, $96.11; black-faced wethers, $9.24; cross-breds, $9.85; white faces, $12.16. These prices were considered the top of the market. Milch cows sell at from $50 to $90, the prices depending largely upon the season, condition, and breed.

Horses.—There are some importations of horses from the United States, a few of them being for breeding purposes, and the remainder for draft and carriage purposes. American horses are considered equally as good and bring about the same price as horses of corresponding quality bred in Ireland. There are not a sufficient number yet imported to arouse opposition and reflection from competitive sources. It is estimated that some 250 were imported from the United States last year.

I am reliably informed that American draft and carriage horses are preferred, breeding and condition being equal, to the native bred. The reasons assigned are that they are cheaper, better broken, and better trained. Five-year-olds are most in demand. Buyers are learning that horses mature earlier in the United States than they do here, and that at that age they are well broken. There is also a prevailing opinion in some quarters that the Irish farmer does not give the care to breaking a colt and training him to harness that is given in the United States. This market, however, relies mainly upon the south of Ireland for its best horses. Good carriage horses range in price from $200 to

$450; good cart horses from $150 to $200, and hacks from $75 to $100. Ponies, which are in considerable demand for light carts and vans, bring from $50 to $100. Mules are rarely seen in this market, there being no demand for them.

CEREALS.

Flour and wheat.—There is little to report in this district in regard to flour and wheat that is different from an exhaustive report published in consular reports of April, 1894, under the head of "Extension of markets for American flour." American flour continues to take precedence over all others and the vast quantity used comes chiefly from the United States. Notwithstanding the frequent predictions that the importations of American flour were bound to decrease with the increase of wheat exports from the Argentine Republic and other newly developed far-away territory, the United States product has more than held its own in this section. In 1894 there were 76,116 tons of flour imported into Belfast (an increase of 4,002 tons over 1893), 95 per cent of which came from the United States. I am informed that this increase has been generally maintained throughout Ireland, although the reverse is reported from Scotland and England.

The condition of the market is anything but satisfactory. Perhaps it is a shade better than for eighteen months back, but the improvement is hardly worth noticing. Prices are so variable that quotations are of little value. On the date of this dispatch winter patents were quoted at $3 per barrel delivered; spring patents at $3.50 wholesale. At retail winter patents are selling at 2 cents per pound. No spring patent flours are sold at retail in this market, being bought in large quantities either direct from the millers and agents abroad or from the local commission merchants; for, practically, the bakers supply all the bread consumed.

Wheat.—Ireland is entirely dependent for her supply of breadstuffs on other countries. The quantity of wheat raised on Irish land is very small and its quality is unsuitable for the finer makes of flour. The manufacture of starch is the use to which Irish wheat is chiefly applied. But if it were suitable for flour making, it would be impossible for farmers to raise wheat at a profit at double the price that the foreign article is now selling in this market. The supply of wheat for the north of Ireland is drawn from the United States, Russia, India, Argentine Republic, Austria, and New Zealand, in about the order named, although latterly Argentine wheat has been coming in larger quantities than heretofore and supplanting the imports from other countries. The quantity imported from all sources into Belfast in 1893 was 51,131 tons, and in 1894 40,501 tons. The falling off is in part accounted for by the decreased importations of American flour. Wheat is a fluctuating commodity and varies in price from day to day. During

the year 1894, however, the average prices of the various classes were as follows:

	Per ton.
American wheat	$29.79
Indian (Bombay)	29.19
Australian	28.89
Chilean	27.37
River Plate	25.54
Black Sea	26.76

American wheat, both winter and spring, is in great favor in this country, and millers buy it more readily than wheat produced in other countries, and as a rule will pay higher prices for it. But it happens very frequently that the price demanded for American wheat by exporters in the United States is higher than that of the wheat offered from India, the Black Sea and elsewhere, and millers of course fall back on these countries for their supply. Next to American wheat, No. 1 Bombay is the greatest favorite in this district, then Australian, Black Sea, and River Plate, in the order named. River Plate wheat is considered the least desirable by millers here.

Maize.—Indian corn is not raised in Ireland. A very large quantity, however, is used for feeding purposes. It is imported chiefly from the United States, Russia, and Roumania. If the potato, turnip, and other similar crops are large, stock is fed to a less extent on corn and the demand correspondingly diminishes, and vice versa.

There is a slight preference, prices being equal, for the Russian and Roumanian product over that from America. The reason assigned is that it looks better and is much harder. The corn from the Black Sea ports is smaller by half than the American, and no doubt dries out quicker. The consumer admits that the American corn is sweeter than any other, but as it is only for feeding stock that he wants it he does not attach any importance to this quality; it is quantity he is seeking, and he believes the Black Sea corn, bushel for bushel, yields more meal than the American. Prices vary so frequently that present quotations are of little value. Black Sea corn is selling at present at 61 cents per bushel. The short crop in the United States last year has made the demand for American corn very light, for when prices are the same the consumers prefer the Black Sea article.

Oats.—The consumption of oats in this consular district is very large. When the Irish crop is good little is imported, but when poor the situation is reversed. It is estimated that on an average about 33 per cent of the oats consumed are foreign. Russia furnishes about 20 per cent and Germany the remainder. There are few American oats consumed here. It is alleged that the climate ripens the oats before they are properly matured, hence when cut they are only partly filled and lacking in weight. Oats, it is claimed, require more moisture and more time to mature than it is possible for them to get in the United States. Canadian oats were introduced some years ago for seeding purposes,

but owing to the thickness of the hull they were never in demand. The white oats appear to be preferred to the black, owing to the large amount of starch they contain.

Quotations.—Home-grown white oats, per ton of 2,240 pounds, $25.50 to $26; black, $24.50; Poland, $24.40 to $26.80.

Meal (oat or maize).—There is a large consumption for feeding stock. Only a few sample lots are imported and those come from the United States. Nearly all, if not all, that is used is ground by the local mills. Oatmeal is very largely used both for the table and feeding stock. I doubt if there is a family in all this consular district into whose diet oatmeal does not largely enter. It is considered strengthening, wholesome, and palatable, and the people generally are very fond of it. When the home crop is poor or scarce, some little is imported, but not over 5 per cent at the outside, and that comes from Canada and the United States in about even quantities. The importations are between seasons, i. e., from May to September. The Scotch and Irish oatmeals are considered so much superior to the American that they command higher prices by from 15 to 20 per cent, and the prejudice is so strong against the foreign product that it will take much patience, time, and proof to remove it. Oatmeal for this market should be put up in close, substantial sacks of 140 pounds and 280 pounds. At this writing quotations are: Irish extra fine, $60.82 per ton; pin head, $53.53 per ton; "carlow cut," $60.82 per ton; flake, $65.69 per ton.

Barley.—The consumption is very large. Last year 26,341 tons were imported, equal to about 90 or 95 per cent of all that was consumed for other than malting purposes. The imported article is used principally for feeding stock, although some little of the best qualities is utilized for malting purposes. The Black Sea ports furnish the major portion of the foreign supply. That which is imported from Canada stands very high, and is generally bought by the maltsters, who buy the very best the market affords. The Irish and Scotch grown are nearly all sold for malting purposes. I can learn of no barley coming to this market from the United States, and the reason assigned is that the price is too high. I am informed that some California barley has been bought for malting in other sections of the Kingdom.

Quotations.—California, $29.19 to $34.06 per ton of 2,240 pounds; Canadian, $21.89 to $24.33; Russian, $14.60 to $17.03; all delivered.

Glucose.—The demand for glucose is light in this market. About 375 tons were imported last year, coming exclusively from the United States. Consumers depend wholly on importations. There is only one brand of glucose called for here, that being 44° water white liquid. The price fluctuates at different periods. It is now quoted at from $2.12 to $2.19 per 112 pounds. About five years ago Germany supplied this market with glucose made from potatoes. Later, the American article, manufactured from corn, supplanted the German article, because much cheaper. It is asserted that if the corn crop is short in

the United States and the potato crop very large in Germany, the product of the latter will be again in demand. The only defect observed in American shipments is with the packing. The casks are often too weak and poorly sealed, and upon arrival are in a leaky condition. One firm reports that upon the arrival of a hundred-barrel invoice, 5 per cent of the glucose was found to have been lost by leakage. This defect can be easily remedied by better sealing and stronger casks.

Starch.—There is a fair consumption, and about three-fourths is imported. The starch manufactured here in 1894 was approximately 2,000 tons, of which 636 tons were exported in casks. It is all made from wheat, and is largely used by textile manufactories. In former years Colman's starch, manufactured in England, almost monopolized the family trade; but the cheaper continental product has made considerable inroads upon it. Very little starch comes from the United States. That which is imported from foreign countries comes mainly from Belgium, Holland, and Germany. It is claimed that there is far better value in those starches than in any other make. The reason given for this growing popularity is that the refining process is much better—at least it seems to give greater satisfaction. The countries named have of late years taken particular pains to learn what this market most needed in the way of quality, packing, and other conditions and details in order to make their goods popular. Their methods of doing this were to send over experts, who made it their business to thoroughly examine, understand, and report what was essential to adapt their goods for this market and to create a demand for them. The work of these representatives is now bearing fruit. The cost of production in Belgium and Germany is reported to be less than in the United Kingdom, which is a great point in their favor.

Prices vary but little and only at considerable intervals. The English article sells at $6.80 per 112 pounds, the German at from $5.28 to $6.19. The former is put up in 1 pound packages, the latter in 4, 8 and 16 ounce packages. Both brands sell at retail at the same price, namely, 8 cents per pound. The following are another set of quotations for large quantities, put up in casks of all sizes:

	Per ton.
Starch made from Indian wheat	$87.60
Starch made in Scotland from maize	48.65
Starch made in the United States from maize	43.80
German farina	53.53
Dutch farina	53.53

DAIRY PRODUCTS.

Cheese.—There is a large consumption of cheese, and the bulk of it is imported. The United States and Canada furnish most of the supply. A very small quantity of fine cheese, such as English cheddar, is brought here for the high-class trade. Formerly the United States

supplied the major portion of the cheese consumed, but at present the Canadian product is in greater demand and more of it is sold. Retailers will even pay more for it, and prefer it to the United States product. It is asserted that the Canadian is better and firmer made, cooler and milder in flavor, and keeps better. In brief, it is considered more uniform, and superior in all the elements that go to make a good cheese. One importer tells me that in his opinion the best makes of American cheese would command a good sale here if shipped under the factory marks, and if pains were taken to keep the quality uniform. Below I submit the statement of a large wholesale dealer why United States cheese has lost its prestige in this market:

United States makes have for the last two or three years been steadily losing ground here and Canadian have been taking their place. This has been largely caused by the much greater proportion of inferior cheese sent in from the United States, some of which is sold by dealers as of the finest quality at about 48 cents per hundredweight (112 pounds) below the value of the really finest, and the impression has got round that United States cheese is not produced of equal quality to Canadian. The principal demand here is for the finest cheese, or what people think to be so, and retailers in their desire to have the finest will now in most cases have nothing but Canadian. Even the finest United States cheeses, perhaps really better than the Canadian beside them, will be regarded doubtfully and the Canadian taken in preference at a higher price. If there was any plan by which really fine cheese of United States make, in good keeping condition, could be marked in some authoritative way, and the date of making put on each cheese so that it could not be obliterated, it would likely give retailers confidence in buying them and so bring back the trade.

Canadian cheese is quoted at $12.65 per 112 pounds; United States at $11.92.

There was sold last year, in the neighborhood of Ballymena, a considerable quantity of skim-milk cheese, with some margarin added. These were made and shipped by margarin factories in Scotland and were sold at about $6 per hundredweight (112 pounds), and retailed at 8 cents per pound. It is doubtful whether this trade will continue when consumers know what the article really is. Light, straw-colored cheeses suit this market best.

Butter.—About one-fourth of the vast quantity of butter consumed hereabouts is imported, Denmark and Sweden, owing to the excellent quality of their product, supplying the major portion of it. At one time France exported a considerable quantity, but it is annually becoming smaller. Australia and New Zealand are sending butter to this country by the aid of cold storage. The quantity is reported to be increasing and the quality gives fair satisfaction. The importations usually diminish with the arrival of the warm months. The Irish dairymen make nearly all their surplus during the late spring and summer months, putting it in brine and storing it until cold weather sets in and prices are higher, which may account for the large importations. There is much agitation all over Ireland on the question of butter making, and extraordinary efforts are being constantly made in

the way of publishing, circulating, and giving instruction in improved methods.

After a most diligent inquiry I can find no merchant who handles American butter. Several years ago it had some foothold in this market, but at present there appears to be no demand for it. The reason assigned is its poor quality. One dealer tells me that good margarine is preferred to the imported product and sells for more. Another says that if America wishes to establish a large trade she will have to send only the finest quality of centrifugal creamery butter; that this is the quality that Denmark and Sweden are sending, and because of the improved methods of making superior and uniform quality it takes the lead of all competitors.

In round numbers, the importations into this consular district last year were over 1,500,000 pounds. At no period during the winter was the price higher than 30 cents per pound at retail for the very best centrifugal creamery, and on March 26 it was selling at from 22 to 24 cents for the same quality. Denmark and Sweden have geographically a great advantage as regards this market over their more distant competitors, while the excellence and cheapness of their product place them in the very front rank even in competition with local dairies.

The Danish butter dealers appreciate the value of this trade, and by intelligent and careful catering they have pushed other countries nearly out of the market. They have their business system so perfected by means of a very comprehensive telegraphic code that the time and expense of placing and filling orders and receiving goods are reduced to a minimum.

Danish butter is firmly packed in small barrels containing from 90 to 110 pounds each. A layer of waxed paper envelopes the butter, and this in turn is sparingly covered at top and bottom with fine salt. The color most in demand is pale straw, but the maker is always prepared to give the tint that is most desired, as the telegraphic code provides for all requirements.

Present wholesale quotations: Best Danish creamery, 18 to 20 cents per pound, delivered; best local product, 2 to 3 cents per pound higher; lower grades, both foreign and domestic, are offered, but are in light demand. Butter has not been so low in this market for years, and the quality was never better. The imminent danger of losing a large portion of this lucrative trade has spurred the Irish dairymen to making higher grades than heretofore. It is conceded that they have the natural advantages, but that they are still deficient in the art.

MEATS.

Fresh meats.—This being a large manufacturing community, there is a large consumption of fresh meats. Ireland raises considerably more cattle, sheep, and hogs than her population consumes. During the

months of January and February last there were shipped across the channel from here to Great Britain 71,024 cattle, 22,564 sheep, and 143,393 hogs. It is, therefore, evident that the only reason that foreign meat is sold in this market is because it is cheaper, while the quality is fully as good. Of the foreign supply, the United States and Canada are the chief sources. There is no distinction made between the two—it is all classed as American. Some mutton and lamb carcasses are sent from Australia in cold storage, and I learn that steamships now building for the Australian trade are provided with the most improved refrigerating compartments, with the object of promoting and building up the fresh-meat trade with Australia. In the future, therefore, the importations from that country are almost sure to increase.

At retail the prices of American meats are from 4 to 6 cents per pound less than that of the local article, although the imported are equally good and often better. The American is preferred to the Australian. Dealers and others interested in protecting the home-grown meats and in maintaining prices, do all in their power to prejudice the public against the foreign product, but the difference in price is so great that there is always a good demand. The best cuts sell at from 12 to 16 cents per pound, while the best cuts of home raised sell at from 14 to 20 cents per pound. Frequently American meat offered in this market has been handled badly. Lack of care in shipping and packing is plainly noticeable. The edges and corners of quarters are so bruised and discolored that buyers are prejudiced on sight. To avoid this defect it has been suggested that the quarters should be covered with strong, thick, white muslin cloth, so that they may not come into actual contact with the ice. All American fresh meats sold in this market come via Liverpool.

Canned meats.—There is very little demand for canned meats. Occasionally and increasingly there is a call for corned beef, which article comes entirely from the United States, there being no competition. With the large supply of fresh meats at moderate prices and the character of this climate, there is little chance of pushing the trade in canned meats.

Ham and bacon.—The consumption is enormous. It is difficult to determine even approximately to what extent consumers depend upon the foreign supply. I am informed there are more hogs raised in this district than are necessary to supply the total consumption, but that more than the surplus is exported annually to Great Britain, and that consequently there arises a demand for the foreign product. In 1893 there were 37,411 and in 1894 51,811 hogs shipped from Belfast to English and Scotch ports. The most likely reason for this export is that the Irish product commands a much higher price (from 15 to 20 per cent) than the American, so the raisers sell their own stock, mostly, and buy the foreign article for their own use. No foreign country

undertakes to compete with the United States in pork. A small amount of Danish and Swedish pork comes to this market, but it is in demand only for the higher-classed trade. The demand varies with the price. If pork is low in the United States, there is more of it sold, and if it is high, there is less. One estimate places American hog products at 50 per cent of the entire consumption. Nearly all the pork imported, whether hams, shoulders, sides, backs, or middles, comes cured, in boxes, and upon arrival goes through the several processes of washing, drying, smoking, etc., according to the wants of the customers.

Wholesale prices fluctuate so often and so rapidly that it is useless to quote them. At retail, the American product sells at from 10 to 16 cents per pound, according to cut, and the Irish at from 12 to 20 cents.

There is no complaint as regards packing, shipping, etc., but as to quality it is claimed that there is much room for improvement in American pork. One dealer says:

> The hams are entirely too heavy and the meat is too rich. When a ham is over 10 or 12 pounds the demand falls off and the price must be lowered. If the seller wants to increase his export trade, his pigs must be of lighter weight. To do this raisers must change the breed, and must feed with less maize and more small grain.

The weight that is most highly recommended is from 150 to 175 pounds. Pigs of this weight will command, on the hoof, from three-fourths to 1 cent more per pound. The agents of this same firm in the United States have orders not to buy a hog weighing over 200 pounds. Another firm reports that some of their recent importations of hams from the United States had to be sold at a sacrifice because they were too rich and heavy, and this, too, notwithstanding that they had given specific orders that they were not to exceed 14 pounds. It must be kept in mind by the American raisers and dealers that if they want to increase their trade in this market the pork should not only be sweet and in good condition, but much below the average size. There are so many large cities throughout the United Kingdom whose populations are mostly employed in factories where the atmosphere is close and the craving for strong, rich food is considerably modified. Pork, in its many forms, is one of their chief articles of food, and in making their purchases they nearly all discriminate in favor of the less rich and lighter meat. Buyers for one packing firm are not allowed to touch Berkshire pigs. The Yorkshire is highly recommended for sweetness and lighter meat.

Lard.—Comparatively speaking, the consumption of lard is not large, and it is confined to the best native lard on the one hand and cheap mixtures on the other. In 1893 there were 3,718 tons and in 1894 only 2,816 tons of lard imported through the port of Belfast. It came almost exclusively from the United States, and included what is called prime western steam lard, in tierces, and mixtures and compounds in pails. The refiners here, after handling, and in some cases, it is alleged,

introducing lard stearin or oleo stearin, reship it to Great Britain. This export is larger than the import, as the following figures show:

	Imported.	Exported.
	Tons.	*Tons.*
1893	3,718	5,430
1894	2,816	5,074

The reputation of American lard is at a discount and the article is rarely sold to families as such. The Irish product commands a better price; in fact, the consumer will scarcely buy American lard if he can get the home product. It is charged that tampering with it, both on the other side of the Atlantic and on this side, is responsible for its unpopularity.

Quotations vary with the season and supply. At present pure Irish lard commands from $9 to $11.50 per 112 pounds, according to quality and manner of packing. American lard, in tierces, sells at $9 per 112 pounds.

Oleomargarine.—This product is not sold in this vicinity, as there are no butterine or margarin factories here. Oleo stearin is imported to a considerable extent, the supply coming chiefly from England, Scotland, France, and Holland, with an occasional shipment from the United States. The latter has frequently turned out, it is charged, unsweet and unsuitable for the importer's purposes, and, therefore, not much in demand.

COTTON, ETC.

Raw cotton.—The quantity of raw cotton consumed is inappreciable, as there are no cotton spinners in this vicinity. All the textile manufacturers receive their supplies of cotton yarns from across the channel, principally from Manchester.

Cotton seed.—There are no crushers in this district, and so far as I can learn no importations of cotton seed.

Cotton-seed oil.—There is a very small quantity of American cotton-seed oil imported for cooking purposes among bakers and others, as a substitute for lard and lard oil, but the trade does not promise to develop rapidly. Fine French Arachide (peanut) oil is preferred, being free from taste and smell and less liable to congeal in cold weather. For soap-making purposes there is a considerable consumption of cotton-seed oil, which is chiefly imported from England, the prices for the oil being lower than those for the American, while the quality is equally suitable for the purpose. Price per ton, English refined, $82.75; varying with the demand.

Oil cake.—No cake is made here; the supply all comes from the States, via Liverpool, and from England, the former furnishing most of the supply. The consumption varies greatly in different localities in this consular district, and while only 300 tons entered the port of Belfast

last year, nearly 6,000 tons entered the port of Londonderry, only 80 miles distant. Some cotton seed comes from India and Egypt, and is manufactured into cake in Great Britain. All the cake imported into Belfast is American, mostly decorticated, and it is in favor for feeding cattle. The demand is growing, and if a propaganda were inaugurated among farmers and stock feeders as to the value of the decorticated article, and the methods of using it with safety and advantage were thoroughly explained, it is believed that the trade would increase rapidly. It is also urged that manufacturers of American decorticated cake would rapidly stimulate the demand by keeping the cake of a uniform quality, as the many grades give competitors frequent opportunities for unfavorable criticism.

The prices for American decorticated cake range from $19.46 to $29.19 per ton. No other brand is quoted.

Linseed cake.—There is a very large and increasing consumption and the entire supply is imported, America and Russia furnishing the major portion. Some of the British cities are endeavoring to work up a trade in this market. Hitherto the linseed cake imported came chiefly from America, but during the last year Russian cake has been selling so cheaply that it has to a large extent displaced American, it being preferred on account of its superior richness in oil and therefore better feeding qualities. It is stated as containing from 10 to 15 per cent of oil, while the American contains but from 4 to 7 per cent. The Russian cake is not subjected to so great a pressure as the American, and being softer and cleaner is more in favor with the crushers. The bags used in shipping American cake are lacking in strength, and it is alleged about one ton to every hundred is lost. If manufacturers would pack their cakes in good strong sacks of uniform weight, say 280 pounds each, it would be much appreciated by importers and would help trade.

Quotations.—Prime western, $24.33 to $36.49 per ton; Russian, $24.33 to $41.36 per ton.

Cottolene and other compounds.—Cottolene is not known in this market, but a considerable quantity is imported as an ingredient in lard compounds, called "lardine," etc.

TOBACCO.

Unmanufactured.—This country depends entirely on the foreign supply for the large quantity consumed. There are no specific returns at hand to indicate what proportion comes from the United States, but it is safe to say that America furnishes all the supply. The total quantity, manufactured and unmanufactured, received at the port of Belfast during the year 1894 was 2,632 tons. Interrogatories as to how the product is sold and at what prices, and as to whether the American is relatively higher or lower than that of other countries, have elicited little valuable information. The reason assigned is the great difference between the American product and that of other countries. An aver-

age price for the current season is given at 87 cents, which includes the specific duty of 77 cents. One prominent importing firm presents the following criticism:

Referring to your question as to defects in American goods shipped to this country, there are two which we wish to put before you, and if they were removed or largely modified we have no doubt it would contribute to the value of American goods when shipped here. The first is that tobacco is not put up in uniformly dry condition, a fact which detracts very much from its value, as, owing to there being a moisture limit on manufactured tobacco in this country, the excessive moisture of American tobacco is so much loss to the manufacturer here. Duty has to be paid on this moisture, and in addition the manufacturer on this side has to put on a correspondingly less quantity, owing to the restrictions we have mentioned.

The second point which we would bring under your notice is the rather careless way in which the tobacco is packed into hogsheads, sufficient care not being used to make a selection, so that one part of the hogshead contains a long leaf and the other a short and broken leaf, the difference in value in the two classes being sometimes 6 to 8 cents per pound or even more.

If the two points we have mentioned had careful and systematic attention on your side, they would very considerably raise the value of American exports.

Manufactured.—Some is imported from Great Britain and Germany, but not much; of this the smoking tobaccos come from the former and the cigars from the latter. Comparatively few Havana or other expensive cigars come to this market. Very little comes from the United States except cigarettes and a small quantity of cavendish. Why this is so is difficult to say. There are several large and successful manufacturers in this district who buy nearly all their leaf in the United States and convert it into the many varieties of smoking and chewing tobacco. Besides furnishing the major portion of the local consumption, these manufacturers exported last year to other parts of the Kingdom 1,782 tons. In order to make a market for American tobacco in its various forms, it would be necessary to know accurately the wants of the trade. A great obstacle is the heavy duty, which is from 97⅛ cents to $1.21⅔ per pound on the different forms of manufactured tobacco, but even with this heavy duty 60 per cent of all the cigarettes sold come from the United States. Good American cigars, made and dried to suit the trade, should sell as readily as cigarettes. Foreign plug and smoking tobaccos would have more difficulty in gaining a foothold, as the local manufacturers not only sell at a close margin but cater closely to the tastes and wants of the trade. The many grades and fluctuations in prices make reliable quotations impossible. Most of the imported articles come via Glasgow or Liverpool.

FRUITS.

Fresh fruits.—There is a considerable consumption of apples and oranges and a very limited consumption of pears, pineapples, and grapes. Green apples are raised in this district with but indifferent success, except where artificial means are resorted to, and the better qualities are so expensive that they come under the head of luxuries.

The poorer qualities are so poor that they do not compare with the common varieties of American apples. With the aid of hothouses and heavy, high brick walls, facing the south, a few pears, grapes, and peaches are raised. They are very fine in appearance, but usually lack the exquisite flavor found in the fruit raised in climates farther south and in the open air.

Apples.—The supply of green apples comes principally from the United States and Canada, and because of their keeping qualities and prices they are in good demand. For several years Canadian apples have been growing in popularity, not because they are better, but because the buyer feels surer of getting the quality and quantity he contracted to buy. The merchants complain bitterly of the alleged deception of the American shippers. They assert that they never know what they are going to get. The apples look well on the top and bottom of the barrel, but often are absolutely worthless after getting down several layers. Another deception alleged is the smallness of the barrels, such as straight staves, and a stave less to the barrel. The merchants report that the Canadian apples are sounder, are packed with more care and evenness throughout, and that the barrel is larger, and as a result the Canadian fruit is constantly increasing in demand. One dealer says: "I will not buy apples from the United States when I can get them elsewhere."

Prices depend very much on the quality and season. Last season Baldwins sold at $6 per barrel and Newton pippins at from $9 to $12 per barrel, according to quality and condition. Some Newton pippins from California, carefully packed in boxes, each containing 12 dozen, sold from $4 to $5.75 per box. A few lots are imported from New Zealand, but they are much inferior in size and flavor to the American fruit. As the seasons are reversed and the supply arrives when the American product is not in the market, the New Zealand product does not interfere with it.

Pears.—The imported fruit comes mostly from France and California. Although the latter product is packed with great care, it is so ripe upon arrival that it must be sold promptly or a loss is entailed. The fruit is very choice, but its tenderness is against its successful importation.

Oranges.—When prices are low the consumption is considerable, and when high the demand is small. The countries furnishing the major portion of the supply are Spain, Syria, and the United States, in the order named. Very few come from the United States, as compared to the other countries mentioned. This is not the fault of the fruit, but of the price and its condition on arrival.

Prices vary with the season and the size of the crop. In March, 1895, Jaffas, which are quite a favorite, were selling for $3.28 per case, wholesale to dealers, and Valencias at about 20 per cent lower. There are no American oranges in the market at present, nor have there been

any Floridas this season. There were two consignments of California navels earlier in the season. One was in excellent condition upon arrival and the other wretched. They brought from $2.67 to $3.89 per case.

Floridas and Californias are considered superior to any others which come to this market, and command readily 50 cents more per box than Jaffas, which are considered next best. American oranges for this market should be picked slightly green and shipped by the quickest route. The size which sells best is from 180 to 200 in a box. It should be remembered that freights are an important factor in the cost. While it costs $1 per box to bring oranges here from California and Florida, it costs only from 35 to 40 cents to bring them from Spain and Jaffa. This difference in favor of the Mediterranean fruit handicaps the American at the start. Consumers will not pay high prices, and it is to the interest of dealers to buy the fruit out of which they can make the most money.

Dried fruits.—There is a large consumption of dried apples in this market, which are imported in the shape of apple rings. There are weekly sales of all kinds of preserved and dried fruits in London and Liverpool, and dealers in this section usually make their purchases in those two cities. There are none which come direct to Belfast. Prices vary according to the quality and demand. At present quotations are: Apple rings, $11.67, and Normandy pippins, $19.46 per 112 pounds.

The latter are gradually becoming extinct in this market, owing to high price. The consumption of apricots is only fair. They come principally from America, via Liverpool, and, like dried apples, are sold there to dealers. The apricots are considered very good and give general satisfaction all round. Dried apricots are at present commanding $13.13 per hundredweight. The importations of dried fruits into this district last year amounted to 1,648 tons. There are no dried fruits, other than those mentioned, handled in this market to any appreciable extent.

Canned fruits.—Large quantities are consumed, California furnishing the major portion. With the exception of strawberries and a few other small fruits, this section relies entirely upon imports. Outside of the United States, France, Italy, and Germany are the only foreign sources of supply. The fruit from the latter is considered somewhat finer, but is too expensive. Some selected qualities from California are very superior and bring the highest price. Peaches, pears, and apricots are most in demand and average about $3.16 per dozen cans. The French fruit is put up in glass with much care and is very attractive. It commands a little higher price than the American fruit, quantity for quantity. Often the American canned goods have dented and soiled surfaces, which very much interferes with quick sales.

Prices are difficult to compare. The French packages perhaps contain a very little more than the American. Peaches are quoted at $3.28

per dozen glass jars; cans at $3.22. It will be observed that the dealer pays but a fraction more for the French fruit than for the American, and can sell it to the consumer readily at from 3 to 6 cents more per package. It is suggested that if the American packer would introduce glass jars the trade in fruits would largely increase, providing the wholesale prices were not enhanced by the change from tin to glass. There is a general prejudice against both fruit and vegetables being packed in tins.

Nuts.—The consumption is very light, and confined to English walnuts, almonds, and cream nuts and hazelnuts, the quantity used being in the order named. The opinion among dealers is that it would be next to impossible to work up a demand for American nuts.

LIQUORS.

Wines.—There is a considerable consumption of wines, but probably not as large a one as in other sections of the Kingdom, in proportion to the population. Consumers depend altogether on importations for their supply, and more French wines are used than of the wines of all other countries combined. Spanish, Portuguese, German, American, and Italian wines follow in the order named. There is some little demand for Australian wines, but they are reported to be losing ground, Californian taking their place. It has only been within the past two years that American wines have had any foothold in this market. They come altogether from California and are principally of the claret variety, with an occasional inquiry for burgundy. White wines, ports, and champagnes are rarely inquired for. French and Spanish wines have so long had the monopoly of the market that there is great difficulty in introducing wines from countries that are not generally known as wine producers.

The people are exceedingly conservative and quite averse to changes, so that an article of consumption, such as wines, to attract dealers must not only be of good quality, but considerably cheaper. They do not care to handle an article that is new on the market and requires "pushing," without it is of value. As the demand for California wines is on the increase there is no doubt that they have these essential qualities, and if they are uniformly maintained the consumption is sure to increase with each succeeding season. In 1893 there were about 800 imperial gallons of California clarets and burgundies imported into Belfast, and in 1894 there were about 1,100 imperial gallons. These quantities represent California wines, sold as such. It is charged that a great deal of California claret and burgundy is sold over the counter as French wine.

As to the prices of the wines of different countries, dealers are loth to make quotations that would be of value to growers and exporters in the United States. One wine merchant tells me that French clarets are sold this season all the way from $15 to $500 per hogshead of 48

imperial gallons; another says that prices so depend upon the brand and vintage that quotations are impossible. A very good table claret can be bought here at $80 per hogshead of 48 gallons, and white wines of similar quality, say two years old, at $125. The American clarets are sold at less than any other wine except Italian, the average retail price for a fair American table claret being from $4 to $4.50 per dozen quart bottles. The only criticism of California wines worth mentioning is that they contain more sediment, and that the newer wines have what is known to the trade as a slight "inky" taste. Such criticisms may, however, be without foundation and put in circulation by competitive dealers.

Brandies.—The only brandy used is French, and comparatively little of that, the Irish whiskies taking its place. An imperial quart of good Irish whisky will cost from $1 to $1.25, while the same quantity of good French brandy will cost a third more.

Beer.—There is little or no demand for lager beer, English ales and Irish and Scotch stouts monopolizing the market for malt liquors.

Cider.—The use of cider hereabouts is practically nil.

SEEDS.

Clover or other grass seeds.—The consumption of clover seed, while not so large as in past years, amounts to considerable. The perennial and Italian seeds are rapidly taking the place of clover. All clover seed is imported, the damp climate not permitting its cultivation in this district. America furnishes the major portion, followed by Canada, England, France, Germany, Russia, Hungary, and Poland, in the order named. It is always sold by the hundredweight and commands the following prices, which fluctuate at different periods:

	Per cwt.
Red clover seed	$19.20 to $21.60
White clover seed	16.80 to 28.80
Alsike clover seed	12.60 to 14.14

The American red clover seed is lower than that from any other country; the white American commands a higher price and is considered exceptionally good and clean. The American alsike is not considered as good as the Canadian and sells at $1.20 per 112 pounds less. This is owing to its very small size, the farmers and stockmen attaching much importance to the old saying, "The larger the seed the stronger the stock." The quantity of grass seed consumed is exceedingly large, as the area devoted to pasture and meadow is very great. About five-sixths of the quantity is home raised. Red top, rough-stalked meadow grass (*Poa trivialis*), and alsike come from America, Scotland furnishing a small quantity of perennial. Canada is said to furnish the world with alsike, because of its popularity. Grass seeds are sold by the imperial dry measure, i. e., 8 bushels to the quarter. Rough-stalked meadow grass commands from $17.02 to $19.46 per hundredweight, according to quality; alsike, $10.94 to $14.59 per hun-

dredweight; perennial, $3.89 to $7.29 per quarter of 8 bushels. New Zealand "cocksfoot" ranks higher than the United States and commands higher figures. At present the best "cocksfoot" is $13.38 to $18.24 per hundredweight.

The large consumption of timothy is continually increasing. It is all imported from the United States, Germany, and Canada. Prices range from $6.80 to $8.75 per hundredweight. The German and Canadian timothy command higher figures than the American. The Canadian crop is very uncertain, some seasons there being no crop at all. When there is, however, it always yields an excellent seed, unsurpassed by that of any other country. The one objection to American timothy is that it is exceedingly small and not properly cleaned when thrashed.

Flaxseed.—The consumption of flaxseed is quite large. Nearly all is imported from Riga, in Russia, and Rotterdam, in Holland, and most of it is for sowing purposes. An exceedingly small quantity is imported from the United States and a few Baltic ports, for feeding purposes. Present prices: Dutch, $6.07 to $7.05 per bag of 3½ imperial bushels; Riga, $5.10 to $5.59 per bag same quantity. The Baltic flaxseed commands a better price than that of the United States, being preferred on account of the large amount of oil it contains. Another feature that tends to enhance its value is its mucilaginous quality, it being more readily soluble than the United States article. The light United States crop last year prevented any importation into this section.

There is one objection to all United States shipped seeds, and that is their being put up in irregular weights. The defect is by no means a slight one, and it undoubtedly affects very seriously the seed trade between these two countries. One very prominent seed firm in this city received a carload of seed in which there was a deficiency of 314 pounds, amounting to a loss of over $34. Russian shippers, as a guaranty that all goods will be of proper weight and received as ordered, forward a certificate to the importer to that effect, and the importer is not held responsible for any deficiency.

The following recommendations as to how goods should be put up will undoubtedly be of some service to United States shippers, and may increase trade. Bags of clover seed, including alsike, etc., containing 168 pounds, net, are preferred. Bags of timothy should contain 126 pounds, and bags of flaxseed 224 pounds.

DUBLIN.

(Report of Mr. Newton B. Ashby, consul at Dublin, Ireland.)

[Dublin, the capital of Ireland, is situated on the east coast of that island, 64 miles west of Holyhead, the nearest point in Great Britain. It has large docks and extensive quays, and its import trade from foreign countries, consisting chiefly of breadstuffs, sugar, tobacco, wine and spirits, lumber, metals, and petroleum, amounts to more than $13,000,000 per annum. Its principal industry is the brewing of porter, nearly half a million hogsheads of which are exported annually. Its whisky and poplin manufactures are also of considerable importance, besides which it has foundries and glassworks. Population in 1881, 249,602; in 1891, 245,001, or, with suburbs, 361,891.]

CONSUMPTION OF AGRICULTURAL PRODUCTS IN IRELAND.

In order that a report upon the questions included in the Department of Agriculture's circular upon the consumption of agricultural products in Ireland may be of value and fully intelligible, it is necessary first to get a comprehensive view of Ireland and its resources. The population, which is diminishing, was, according to the census of 1891, 4,704,750, divided as follows: Professional, 214,243; domestic, 255,144; commercial, 83,173; agricultural, 936,759; industrial, 656,410; indefinite and unproductive, 2,559,021. Of the last-named class it may be stated that 1,600,000 are given as below the age of 20 years. As to area, Ireland contains 20,333,344 acres, or rather less than the State of Indiana. Of this area 4,859,393 acres is turf bog, marsh, mountain, and water, or devoted to roads, fences, etc. The cultivated area of Ireland in 1894 was distributed mainly as follows:

Crops.	Acres.	Average yield per acre.
		Cwt. of 112 pounds.
Wheat	49,338	16.6
Oats	1,254,837	15.4
Barley	164,595	17.1
		Tons.
Potatoes	717,090	2.6
Turnips	311,310	13.7
Mangel-wurzel and beet root	52,039	14.6
Clover, sainfoin, and grasses under rotation	641,058	2.3
Permanent pasture, for hay	1,541,540	2.5

Live stock, number in 1894.

Horses and mules	652,530
Asses	224,513
Cattle	4,391,839
Sheep	4,105,180
Hogs	1,389,324
Goats	318,907
Poultry	16,180,601
Milch cows, included in cattle	1,447,441

Exports of live animals from Ireland to Great Britain.

Kind.	1893.	1894.
Fat cattle	316,344	330,748
Store cattle	318,545	422,534
Calves	45,307	65,867
Other cattle	8,473	7,805
Sheep	705,299	574,471
Lambs	402,661	382,630
Fat swine	405,242	515,647
Store swine	51,329	69,320
Horses	30,390	33,732

The returns from 226 Irish creameries for the year ending September 30, 1894, show the production of 268,425 hundredweight of butter and 180 hundredweight of cheese. The amount of condensed milk produced by Irish factories in the same year is estimated at 13,238,641 pounds. Mr. Robert Gibson, of Limerick, a very excellent authority, estimates the total production of butter in Ireland during 1894 at not less than 218,250,000 pounds, worth £7,250,000, or, in round figures, $36,000,000. He estimates the farm consumption at 54,000,000 pounds and the commercial butter product at 164,250,000 pounds, marketed chiefly in England. I have before me a report of 30 cooperative creameries for the year ending December 31, 1894. The number of cows was 20,714. The milk received amounted to 9,014,046 gallons, and from this there were produced 3,567,835 pounds of butter, which brought an average price of nearly 21 cents per pound.

Ireland is also an extensive exporter of hay to England, but reliable figures as to the volume of this trade are not obtainable. This trade varies greatly from year to year, owing to the seasons. I think it conservative to estimate the annual home consumption in Ireland as folfows: Of cattle, 1,000,000; of swine, 600,000; and of sheep, 1,500,000; the remainder of her consumption must be drawn from outside sources.

The ports of Dublin, Drogheda, Wexford, Limerick, Galway, and Sligo, for which I give the official returns of direct imports, will fairly represent one-half of the population, products, exports, and consumption of the country. In addition to direct imports there is a large cross-channel trade to these ports, chiefly from Liverpool and Glasgow, the figures of which are not obtainable and can be approximated only. I have secured from the statistical department of the custom-house, London, the volume of direct imports into the Irish ports mentioned above.

The report is as follows for 1894:

DUBLIN.

Articles imported.	Countries.		Quantity.	Value.
Wheat	North Russia	*cwt.	281,420	£77,772
Do	Germany	do.	12,400	3,016
Do	Roumania	do.	2,000	600
Do	South Australia	do.	304,092	85,012
Do	Victoria	do.	165,880	42,489
Do	Canada	do.	55,600	16,948
Do	United States (Atlantic)	do.	161,880	50,422
Do	United States (Pacific)	do.	602,660	172,860
Do	Chile	do.	35,400	8,850
Do	Argentine Republic	do.	86,860	20,865
	Total	do.	1,708,282	478,834
	Total from United States	do.	764,540	223,282
	Percentage from United States		45	46
Wheat flour	Germany	cwt.	200	£120
Do	France	do.	5,390	2,961
Do	Austria	do.	9,355	5,036
Do	Canada	do.	17,797	7,690
Do	United States (Atlantic)	do.	311,690	130,997
Do	United States (Pacific)	do.	88,120	34,000
	Total	do.	432,552	180,804
	Total from United States	do.	399,810	164,997
	Percentage from United States		93	91
Maize (Indian corn)	South Russia	cwt.	162,300	£38,238
Do	Bulgaria	do.	56,800	12,590
Do	Roumania	do.	1,507,580	372,309
Do	Turkey in Europe	do.	80,900	22,197
Do	United States (Atlantic only)	do.	115,120	31,073
	Total	do.	1,922,700	476,407
	Percentage from United States		6.5	6.6
Meal, all sorts	United States	cwt.	560	£320
Do	Canada	do.	1,060	530
Do	Belgium	do.	2,664	650
	Total	do.	4,284	1,500
	Percentage from United States		13	21
Oats	North Russia	cwt.	6,240	£1,583
Barley	South Russia	do.	238,340	67,215
Do	Sweden	do.	44,200	16,800
Do	Denmark	do.	12,000	3,600
Do	Holland	do.	112	48
Do	France	do.	17,000	6,145
Do	Roumania	do.	218,440	69,092
Do	Turkey in Asia	do.	41,000	14,000
Do	United States	do.	1,040	286
	Total	do.	572,132	177,186
	Percentage from United States		18	16
Sugar, glucose	Germany	cwt.	1,015	£641
Do	Holland	do.	30	25
Do	United States	do.	600	420
	Total	do.	1,645	1,086
	Percentage from United States		38	40
Starch	Germany		Not given.	£1,973
Do	Holland		Not given.	10,334
	Total			12,307
Cheese	Germany	cwt.	26	78
Do	Holland	do.	14	40
Do	Canada	do.	303	854
	Total	do.	343	972
Butter	No direct imports.			
Margarin	Holland	cwt.	11,628	36,830
Fresh meats (all sorts)	No direct importations.			
Cured and preserved meats of all sorts.	Belgium (preserved beef)	do.	36	1,270
Do	Portugal (hams)	do.	23	190
Do	Spain (hams)	do.	9	67
	Total	do.	68	1,527

*Hundredweight—English long hundred of 112 pounds.

DUBLIN—Continued.

Articles imported.	Countries.	Quantity.	Value.
Raw cotton and cotton seed	No direct imports.		
Oil seed	North Russia ... cwt.	460	£430
Do	Germany ... do	1,320	1,822
Do	Holland ... do	2,640	3,708
Do	Belgium ... do	600	819
Do	France ... do	240	357
Do	Spain ... do	20	25
	Total ... do	5,280	7,161
Fruits:			
Apples	Germany ... bushels	200	50
Do	Holland ... do	10,535	2,815
Do	France ... do	130	35
	Total ... do	10,865	2,900
Lemons	Spain ... do	25	10
Do	Italy ... do	420	105
	Total ... do	445	115
Oranges	Portugal ... do	112	31
Do	Spain ... do	26	7
	Total ... do	138	38
Pears	Holland ... do	885	422
Do	Belgium ... do	500	128
	Total ... do	1,385	550
Other	Holland ... do	1,187	401
Do	France ... do	8	2
Do	Portugal ... do	22	6
	Total ... do	1,217	409
Preserved	France ... pounds	10,381	145
Nuts	do		166
Seeds:			
Clover and grass	Germany ... cwt.	654	1,672
Do	Holland ... do	145	185
Do	France ... do	290	617
	Total ... do	1,089	2,474
Flax or linseed	North Russia ... do	585	193
Do	Holland ... do	550	175
Do	Argentine ... do	38,500	18,051
	Total ... do	39,635	18,419

LIMERICK.

Wheat	South Russia ... cwt.	234,240	£59,415
Do	South Australia ... do	89,800	23,630
Do	Argentine ... do	234,340	57,655
Do	United States (Atlantic) ... do	173,183	52,325
Do	United States (Pacific) ... do	402,885	109,360
	Total ... do	1,134,448	302,385
	Total from United States ... do	576,068	161,685
	Percentage from United States	51	53
Wheat flour	United States (Pacific) ... cwt.	36,360	£13,100
Maize	South Russia ... do	99,000	21,220
Do	Roumania ... do	700,122	149,650
Do	Bulgaria ... do	44,220	9,740
Do	Turkey in Europe ... do	48,920	10,350
	Total ... do	892,262	190,960
Barley	South Russia ... do	37,920	7,000
Do	Roumania ... do	22,088	3,710
	Total ... do	60,008	10,710

No other direct imports reported at Limerick.

GALWAY.

Articles imported.	Countries.	Quantity.	Value.
Wheat	United States (Pacific) ..... cwt..	109, 694	£30, 800
Wheat flour	....do ..... do....	69, 302	27, 979
Maize	Roumania..... do....	228, 356	48, 170

No other direct imports reported.

No direct imports of any of the above articles at Drogheda, Wexford, or Sligo.

For the returns for the United Kingdom of the imports of the above-enumerated products in 1894 see Bulletin No. 1 of this series.

A comparison of the tables of total imports into the United Kingdom with those of imports into Irish ports shows how comparatively small are the direct imports to the Irish ports located in my district, for it may be conceded that of all the products above enumerated, Ireland consumes her share in proportion to her population, except in the matter of textile fabrics for manufactures and of the articles of butter and meat, of which she is an exporter to Great Britain, although large imports of both these articles are consumed in Ireland. The cross-channel trade furnishes to the Irish markets the great bulk of the export articles consumed, and statistics of this trade are difficult to obtain, as they are not kept officially. However, before concluding this report I may be enabled to give some close approximations of the volume of this cross-channel trade in the more important articles enumerated in this report.

A comparison of the wheat and flour statistics of this report with the special report made by me February 8, 1894, and published in the special consular reports upon the extension of markets for American flour, will show a great decrease in the wheat and flour trade of 1894, as compared with 1893. The direct imports of flour to Dublin in 1893 and 1894, and of wheat for the same periods, were as follows:

	Flour.		Wheat.	
	1893.	1894.	1893.	1894.
All countries ..... cwt..	802, 749	432, 555	2, 266, 240	1, 708, 282
United States ..... do...	728, 049	399, 810	1, 348, 120	764, 540
Percentages from United States	91	93	50	45

The imports for the United Kingdom were:

	Flour.		Wheat.	
	1893.	1894.	1893.	1894.
All countries ..... cwt..	20, 408, 168	19, 134, 605	65, 461, 988	70, 134, 355
United States ..... do...	17, 995, 601	15, 925, 486	32, 262, 848	24, 658, 245
Percentages from United States	90	84	49	35

These comparisons bear out my estimates of a year ago as to a decline in the wheat trade with the United States; but the expectations of an increase in value were not realized, as the following figures show:

	Value of flour.		Value of wheat.	
	1893.	1894.	1893.	1894.
All countries.....cwt..	9,761,510	7,994,673	21,070,028	18,762,569
United States.....do...	8,400,236	6,530,249	10,610,530	6,854,594
Percentages from United States.....	86	81	50	37

In 1893, 65,500,000 hundredweight of wheat brought £21,070,000; in 1894, 70,100,000 hundredweight brought only £18,763,000. In 1893, 20,400,000 hundredweight of flour brought £9,762,000; while in 1894, 19,100,000 hundredweight brought a little less than £8,000,000.

The above enumerated list of articles are duty free, while wines, spirits, and tobacco are dutiable and are admitted to entry only at ports having bonded warehouses. In my district the only ports of this character are Dublin and Limerick. The direct import of dutiable goods into these ports in 1894 was as follows:

DUBLIN.

Articles.	Countries.	Quantities.	Values.
Liquors:			
Beer, other sorts.....	Germany.....barrels..	519	£1,692
Do.....	Holland.....do....	3,744	11,741
Do.....	Greece.....do....	243	229
	Total .....do....	4,506	12,662
Spirits:			
Rum (imitation).....	Germany.....proof gallons..	1,422	96
Do.....	France.....do....	28	4
Brandy.....	Germany.....do....	58	5
Do.....	France.....do....	87,424	56,438
Do.....	Spain.....do....	618	223
Do.....	Portugal.....do....	184	30
Spirits (Geneva).....	Holland.....do....	22,422	3,824
Spirits (perfumed).....	.....do.....do....	88	188
Spirits (not sweetened)..	Germany.....do....	7,493	329
Do.....	Spain.....do....	186	9
Spirits (sweetened).....	Germany.....do....	45	34
Do.....	Holland.....do....	97	106
Do.....	Roumania.....do....	9	6
Do.....	Russia.....do....	50	56
	Total .....do....	120,124	61,348
Wine:			
Red.....	Germany.....gallons..	9,075	958
Do.....	Holland.....do....	1,163	403
Do.....	France.....do....	150,050	24,269
Do.....	Spain.....do....	16,977	2,017
Do.....	Portugal.....do....	156,182	41,242
Do.....	Italy.....do....	373	95
Do.....	Roumania.....do....	85	10
Do.....	Other countries.....do....	49	14
	Total .....do....	333,954	69,008
White.....	Germany.....do....	11,373	937
Do.....	Holland.....do....	5,490	2,903
Do.....	France.....do....	11,343	13,624
Do.....	Spain.....do....	134,736	29,926
Do.....	Portugal.....do....	145	40
Do.....	Italy.....do....	18,147	4,493
Do.....	Madeira.....do....	135	91
Do.....	Other countries.....do....	62	24
	Total .....do....	181,431	52,038

DUBLIN—Continued.

Articles.	Countries.	Quantities.	Values.
Tobacco, unmanufactured	United States ..... pounds	275,804	£6,943
Tobacco, cigars	do ..... do	134	80
Tobacco	Germany ..... do	114	34
Do	Holland ..... do	1,316	388
Do	Belgium ..... do	121	26
Tobacco, manufactured, o. s.	Spain ..... do	4	1
Do	Egypt ..... do	381	85
Tobacco, cavendish	do ..... do	15	3
	Total ..... do	277,889	7,560
Fruits, dutiable:			
Currants, plums	France ..... cwt	297	538
Prunes	do ..... do	170	134
Figs	Spain ..... do	44	26
Raisins	do ..... do	1,329	2,556
Do	Holland ..... do	4	12
	Total ..... do	1,844	3,266

LIMERICK.

Currants	Greece ..... cwt	469	£160
Raisins	Spain ..... do	409	571
Tobacco	All countries ..... pounds	60	23
Liquors, spirits	do ..... proof gallons	4,331	2,092
Wines:			
Red	do ..... gallons	4,126	844
White	do ..... do	6,749	2,671

I have delayed my report for some weeks in the hope of being able to get some statistics of value upon cross-channel trade, but apart from some approximations I shall have to leave this subject for a later report. There is unquestionably a large quantity of fresh meats from the United States (both of cold-storage meats and of meats from American cattle slaughtered in English ports) consumed in this market, but there is no information upon the subject to be had from any official sources or indeed from any sources whatever, as those directly engaged in this trade are very uncommunicative. The trade in cured meats from the United States also is undoubtedly large, but there are no sources of information open. As to wheat and flour, I am satisfied, from information in my possession, that the cross-channel trade to Dublin is not less than from 25 to 30 per cent of the direct trade. Taking it at 25 per cent, the cross-channel wheat trade at Dublin will amount, in round figures, for 1894 to 425,000 hundredweight, of which a larger percentage comes from the United States than the percentage shown in the direct trade. The cross-channel flour trade, under this same computation, would amount, in round figures, to 108,000 hundredweight. I am inclined to think, however, that the cross-channel flour trade will not reach this figure, and that probably half this sum would cover the flour from across the channel.

The imports of cereals direct to Dublin for the quarter ending March 31, 1895, were as follows:

Articles.	Tons.	Increase as compared with same quarter of 1894.
		Per cent.
Wheat	20,105	19
Maize	27,382	40
Barley	7,953	11
Flour	12,800	25

I have no recommendations to make. It seems to me, however, that much might be done by the experiment stations in the United States to increase the use of Indian corn by educating the farmers of Europe as to the value of Indian-corn products as feed for stock, and especially as a balance ration in connection with the cheaper foods at their command. It appears to me that half the effort that has been put forth to induce European populations to use Indian corn as human food would have borne larger fruits if directed toward the ends I have suggested.

The method of offering products in the market does not differ greatly from that in vogue in the States. Live stock as a rule is offered at the fairs, or, as we should term them, markets, which are held at stated intervals, and in this way there have grown up distinctive fairs for different classes of live stock. As a rule butchers expose their wares in open shops, protected neither from dust nor from flies, and the shops, as a rule, are not so well kept as those in America.

American meats are supposed to sell for a penny (2 cents) less per pound than Irish meats of the same grade, but doubtless much foreign meat is sold at the same prices as the home product, and is probably not distinguishable by the ordinary purchaser.

The average price, live weight, for fat cattle and butchers' stuff during 1894 was about 29s. per hundredweight of 112 pounds. This would be $7.06 per 112 pounds, or 6.3 cents per pound. The estimate of offal is 3 pounds in 7. Beef retails at from 8 cents per pound, for the poorest cut, to 20 cents per pound for the best. The better cuts average from 16 to 18 cents per pound. As has been said, the foreign meats are supposed to retail at 2 cents per pound less than the same cuts of home-grown beef.

Sheep in 1894 averaged about 8 cents per pound, live weight, and the offal is estimated at the same as in cattle. Mutton legs retail at about 9 pence (18 cents) per pound. Hogs, live weight, bring from 10 to 11 cents per pound, and pork retails at about the same price as beef. Cured meats are sold much more cheaply, in comparison, than fresh meats. Mild cured hams can be bought at from 14 to 18 cents per pound, and bacon at from 10 to 16 cents. The best Irish cured would bring from 2 to 4 cents per pound above the prices here quoted.

The retail flour trade is comparatively insignificant, as the greater part of the bread eaten by the Irish people is prepared by the bakeries and retailed from door to door from wagons especially equipped for that purpose. The best bakers' bread is now retailed at 9 cents for a 4-pound loaf, and much bread of very good quality retails at 2 cents per pound. During 1894 bakers paid from $40 to $47, according to grade, per ton of 2,240 pounds of American flour, which is the flour chiefly sold in this market. Within the last month the various grades have advanced about $5 per ton in value, but so far without affecting the retail price of bread.

Grass seeds are chiefly handled by a few large seed houses located in Dublin and Belfast, and by them distributed throughout the country. The consumption of grass seeds is considerable, but I am told that American grass seeds form only a small percentage of the total.

BRITISH FOREIGN OFFICE REPORT.

(On the agricultural condition of the United States and the probable competition with British agriculture in the future.)

The Hon. Hugh (now Viscount) Gough, first secretary of the British embassy at Washington, was recently requested by the royal commission, now investigating the causes of agricultural depression in the United Kingdom, to report on the agricultural position of the United States and the probable competition with which British agriculturists must in the future reckon. The following statement of Mr. Gough's conclusions is a verbatim copy of the last page of his report:

(1) Agriculture in the United States is now, and has been for some years, gravely depressed. In exceptional cases the depression of prices has been successfully met by the cheapening of cost of production. A widespread feeling exists that business generally, including agriculture, is about to revive.

(2) The depression is attributed to the fall of prices consequent on the appreciation of gold, and to overproduction, and, even more generally, to the depreciation of silver. The depression began twenty years ago and has been progressive, the main cause of the fall of prices being the progressive competition in the world's markets, owing to decreased cost of production and transportation, together with the great development of internal competition due to the improvement of industrial machinery.

(3) The area under wheat has been increasing, but less rapidly in recent years, and the system of cultivation tends to be changed.

(4) The popular remedy for the depression, advocated in meetings and writings, is national free coinage of silver independently of the action of other nations. Decrease of transportation charges, prohibition of speculation in the case of wheat, and prohibition of imitation in the case of butter are also asked for, while almost all parties advocate an international bimetallic standard, if possible.

(5) The Government is actively supporting and assisting agriculture in numerous indirect ways, such as inspection of meat products, with guaranty of their purity, information as to the requirements of foreign markets, advice on best modes of cultivation, bounty and protection for sugar, and in general by every means which suggest themselves to a highly trained and sympathizing corps of experts held at the disposal of the Secretary for Agriculture since the year 1889.

(6) Protective duties exist, but as agricultural profits depend on the sale abroad of surplus produce, these duties do not serve their purpose. In the case of wheat especially there can be no protection against the competition of India and the Argentine Republic in the English market.

(7) The British agriculturist must probably in the future reckon with the same competition as heretofore in wheat, meat, and dairy produce. If anything, the competition would appear likely to become more severe, as either the cost of production will continue to decrease in the same way as hitherto, or should the United States change their currency basis from gold to silver, the cost of produce will be reduced when paid for in gold.

The following comments on Mr. Gough's report, as well as on the agricultural situation in general, and the exportation of American farm products to the United Kingdom are taken from the London Times of June 1, 1895:

The agricultural condition of the United States, and the probable competition with British agriculture in the future, is the subject of an interesting foreign office report just issued. Its author is Mr. Gough, of the British embassy at Washington, who now, by death of his father yesterday in Ireland, becomes the third Viscount Gough. We could wish that the general conclusions of the report were better fitted than they are to cheer British farmers with the hope of relief from long-continued depression. But if it does not offer any immediate prospect of improvement, it does furnish rather copiously that melancholy consolation which is to be derived from the contemplation of other people in a plight at least as bad as our own. If the British farmer suffers from the competition of the Far West, it is at least pretty evident that his rivals do not make much of their success. Prices have been going down since 1873, but it is within the last three years that the pinch has been most severely felt, and at the present moment it would seem that neither wheat growing nor cattle raising can be depended upon to pay the costs of production. It 1868 wheat fetched 143 cents per bushel, now it is worth only 63. Oats have fallen from 56 to 32 cents, and barley from 82 to 47 cents, in the same period. Oxen and other cattle have declined in value 35 per cent, and milch cows 40 per cent. At the same time agricultural wages have fallen rather seriously; in Michigan, for example, the decrease is found by the labor commissioners to amount to 13 per cent for the year 1892. The cotton growers of the South are as hardly pressed as the grain growers of the North, for whereas cotton can not be raised for less than 7 cents a pound, the price realized in the early part of this year was a fraction under 4. There are many other dismal comparisons of this kind in the report, but it is unnecessary to reproduce them. They all tell one tale of enormous production at nonremunerative prices. With exceedingly cheap land and with economy of production and handling carried to remarkable lengths by commercial ingenuity, the American producers are baffled by the magnitude of their own operations. The enormous extension of railways throughout the States has brought into active competition in European markets vast areas of fertile soil, of which the sparse population consumes a mere fraction of what it produces. Bare necessaries of life are abundant for all, but when anything more is demanded of existence the means of gratification are found extremely inadequate.

All this and much more is summed up in a single word—overproduction. This term is used as glibly in the United States as among ourselves, and apparently with just as little serious effort to understand exactly what it means. As all human prosperity comes from production in excess of the bare requirements of the producer, it would seem that the more he produces the better off he must be. It is now an article of faith that he may produce too much, and in cotton and other things deliberate efforts are being made to limit the output. In dealing with the swarms of farmers—many, or most, mortgaged up to the eyes—who swamp the markets of the

world with wheat, it is useless to inveigh against their overproduction unless we face the question whether they would be better off if they did not produce. Loudly as they complain, they at all events live in rude plenty, and even command some of the luxuries and conveniences of life. Most of them would probably have failed to do as much as this had they remained in the cities of central Europe to glut the labor market. They all desire, however, to command more of the good things of life, and it is from this numerous class that comes the demand for all sorts of economic experiments. They are firm believers in the notion that if there were more currency prices would rise, and as currency can be most easily and cheaply made of silver they are all the easy prey of the wily persons who have silver to sell. The compiler of the foreign office report does not seem quite so clear as he might be upon this question, but he may perhaps intend only to give other people's arguments for what they may be worth. The Western farmers have to take their export prices from Liverpool, where the worth of grain in view of the supply from all quarters is fixed in gold. The Liverpool price would not alter although every farmer out West had all the silver currency that mine owners are anxious to supply to the national mints.

If American agriculture is depressed as things are, we vainly endeavor to imagine what its condition would be but for the demand of the United Kingdom. In 1893 this country took over 56 per cent of all that was exported from the United States. Breadstuffs, provisions, cotton, and tobacco counted for more than £65,000,000. During seven months of 1894 we took close upon three millions worth of live cattle, while all other countries put together count for only £12,771. American enterprise seems to stand in the way of success in other commodities. Too much ingenuity has been expended, for example, upon the production of spurious butter and the evasion of laws made for the protection of the consumer. The consequence is that Denmark beats America hollow in the British butter market. The cause of the inferiority of American bacon is less obvious. It probably depends upon the food supplied to the "hogs," but in any case American bacon does not compete with that from other countries when quality rather than cheapness is sought after. There are still commodities produced on our own farms which it is open to British farmers to supply at a profit, although they can not hope to compete with "bonanza" farms in producing wheat at 17d. a bushel. We can scarcely think that the most has yet been made at home of the possibilities of profit in other than the good old-fashioned farming ways.

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